

Troubles of the First Woman

At the beginning of time, Twashtri—the Vulcan of the Hindu mythology—created the world. But when he wished to create a woman he found that he had employed all his materials in the creation of man. There did not remain one solid element. Then Twashtri, perplexed, fell into a profound meditation. He aroused himself as follows:

He took the roundness of the moon, the undulations of the serpent, the entwining of climbing plants, the trembling of the grass, the slenderness of the rose-vine and the velvet of the flower, the lightness of the leaf and the glance of the fawn, the gaiety of the sun's rays and the tears of the mist, the inconstancy of the wind and the timidity of the hare, the vanity of the peacock and the softness of the down on the throat of the swallow, the hardness of the diamond, the sweet flavor of honey and the cruelty of the tiger, the warmth of fire, the chill of snow, the chatter of the jay and the cooing of the turtle-dove. He united all these and formed a woman. Then he made a present of her to man.

Eight days later the man came to Twashtri and said:

"My lord, the creature you gave me poisons my existence. She chatters without rest, she takes all my time, she laments for nothing at all, and is always ill."

And Twashtri received the woman again.

But eight days later the man came again to the god and said:

"My lord, my life is very solitary since I returned this creature. I remember she danced before me, singing. I recall how she glanced at me from the corner of her eye, and she played with me, clung to me."

And Twashtri returned the woman to him.

Three days only passed and Twashtri saw the man coming to him again.

"My lord," said he, "I do not understand exactly how, but I am sure the woman causes me more annoyance than pleasure. I beg of you to relieve me of her."

But Twashtri cried: "Go your way and do your best."

And the man cried: "I cannot live with her!"

"Neither can you live without her," replied Twashtri.

And the man was sorrowful, murmuring: "Woe is me! I can neither live with nor without her."—Translated from an old Sanskrit book entitled *The Surging of the Ocean of Time*.

W. L. Brownell.

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They won't get soft or sticky. Sell all the time.
 Ask us for samples or tell our salesman to show them to you.
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Distributors of J. Hungerford Smith's Soda Fountain Fruits and Syrups.
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 CHEAPEST AND BEST LIGHT ON EARTH

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Mr. Merchant—You can try one of our hydro-carbon systems in your store for 30 days. Guaranteed for five years. If it is not as represented and the best and cheapest light producer you ever saw you may return it; no further obligations. Why hesitate and delay? Do you know of any one thing that will attract more attention than good light? Send diagram of your store today for free estimate.

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Highest price paid at all times.

Watson-Higgins Milling Co.
 Grand Rapids, Mich.



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Lodge Halls We specialize Lodge, Hall and Assembly seating. Our long experience has given us a knowledge of requirements and how to meet them. Many styles in stock and built to order, including the more inexpensive portable chairs, veneer assembly chairs, and luxurious upholstered opera chairs.

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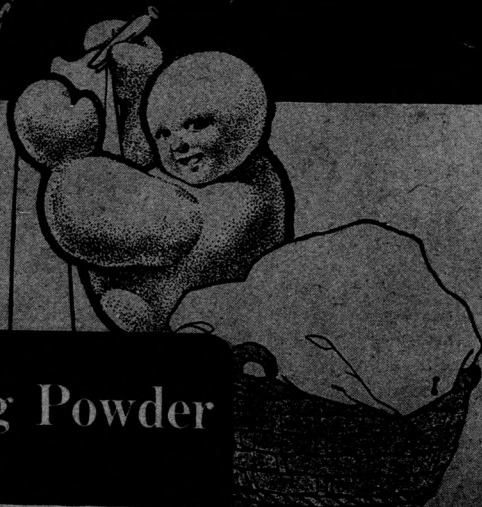
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**Don't forget to include
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Lautz Snow Boy Washing Powder

Lautz Bros. Co., Buffalo, N. Y.



MICHIGAN TRADESMAN

Twenty-Ninth Year

GRAND RAPIDS, WEDNESDAY, MAY 15, 1912

Number 1495

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CHANGING TRADE ROUTES.

The early prospective opening of the Panama Canal should work great changes in the routes of the world's commerce, and it doubtless will, because most of the ships that will use it are of foreign ownership, and will, therefore, be operated to secure the greatest advantages at the least possible cost.

It may be said of the American people that they want the greatest benefits possible and give the least for them. They have a keen sense of advantage, with very little idea of economy. If somebody else will pay the bill they care not how much it may be, and they take many chances on being able to flourish at the expense of others.

In the four centuries elapsing since the discovery of the Western Hemisphere by Europeans the bulk of the world's trade has been between the hemispheres on both sides of the Atlantic Ocean. Up to the time of the discovery of America the great volume of the world's trade was carried overland between Europe and Asia and the Mediterranean was the busiest sea in the world. Along its shores in Europe, Asia and Africa the most flourishing countries were found and a most active exchange of products was carried on, and upon the coast of those countries all the historic and world-famous ports were the havens of the ships of all the nations.

The discovery of America changed that. The New World at first furnished only gold and silver, but those were the products, above all others, that the world wanted, and, therefore, all attention was given to the Western treasure lands, and they absorbed the interest and enterprise of the European nations. When the time came that North America began to fill up with population commerce was turned from the Spanish-American waters to the North, and New York became the chief port of the Western world.

Then the busiest route of commerce was across the Atlantic near its narrowest part, between New York and the ports of Northern Europe. The inhabitants of North America developed a mania for swift travel, whether on land or water, and the passion made itself

manifest building railroads and operating swift trains on all land lines and where the sea had to be crossed only the shortest routes of steaming, without regard to danger, were chosen. There seemed no risk too great to be taken if only speed were to be attained by it.

The result was that New York, being nearest of the chief American cities to London, Liverpool, Hamburg, Havre and the Mediterranean ports, handled most of the foreign business of the United States, it being found more expeditious to import from Europe to New York and thence by rail even to other ports that could have direct steam commerce with Europe. Quick transit, without regard to cost, operated as the ruling motive for such apparent aberrations from economical business, since after the sectional war between the states New York found means to import from foreign countries at tariff rates so low that no other ports could compete, and so New York did the business of the country, except in commodities which paid no tariff and came in free. Then competition in imports was possible.

Americans who visit Paris this summer will not be able to find a horse omnibus, for the motor has driven the horse 'bus from business. The last horse 'bus made its farewell trip several days ago. The driver was in deep mourning and American students celebrated the departure of the antiquated vehicle with song and dance. The motor 'busses and tram cars hold undisputed sway in Paris, and the residents of that city must come to New York, the metropolis of the United States, to see a genuine, old-fashioned horse car.

The Supreme Court of Louisiana has recently handed down a decision which is of general interest. The plaintiff ate cakes and chocolate with whipped cream at a confectionery store and suffered from ptomaine poisoning and jaundice in consequence. He was awarded \$100 damages, the court holding that a seller of food is presumed to know any unwholesome condition of the food he furnishes his patrons and is liable for damages when a purchaser is made ill.

The department of agriculture has issued a pamphlet on the English sparrow, condemning the bird as a pest and giving some recipes for cooking him. The sparrows are declared to be noisy, filthy and destructive, driving native birds from villages and homesteads and doing more harm than good. They are said to be good to eat and their use as food is recommended. Directions are given for preparing the little bird for the table, but no rule is given for catching them.

NICKEL ALWAYS GOOD.

Some time ago there was a story of a boy somewhere who offered a worn and defaced nickel to pay his car fare, which the conductor refused to accept and ejected him. The matter got into the court and the Docket, a law magazine, presents the following report of the case: "Little Howard Rosnagle boarded a street car with only a worn and cracked nickel in his pocket. The conductor refused to accept it and ejected the terrified little fellow from the car. The coin was issued by authority of law to circulate as money, and was merely worn, bruised and cracked in the process of circulation. It was not appreciably diminished in weight and retained the evidence of its being of genuine coinage. The Supreme Court of Ohio, in *Cincinnati Northern Traction Company vs. Rosnagle*, 95 *Northeastern Reporter*, 884, holds that under the facts the nickel was legal tender and that Howard could maintain an action for damages against the company, even though the conductor in good faith believed that it was not legal tender. The court also holds that, even though he had had another nickel, it would not have been necessary for him to have tendered it in payment of his fare." This is national law and good in every state. It should also be noted that a nickel coin, not being made of precious metal, is only token or representative money and is not depreciated by having lost weight, provided enough of it is left to make it recognizable. The rule is different with gold and silver coins.

But there is going to be on the opening of the Panama Canal a diversion of transatlantic trade to the Pacific Ocean and the countries around its shores. The vast interior of the United States will control a great body of that trade and it will find the sea on the coast of the Gulf of Mexico, thousands of miles nearer to the Pacific through the canal than would have been the old route through New York.

Some time ago there came up in the New York courts a case in which the question arose whether a dentist bringing the suit could be classed as a surgeon and entitled to the same conditions in the practice of his calling. The court held that although dentistry had become in all respects a medical and surgical profession, the law had not kept up with that evolution, but flunked back to the time, not so far in the past, when the barbers practiced bleeding, cupping and leeching, and they, in company with blacksmiths, were accustomed to extract teeth, while even earlier the work of filling and plating teeth was per-

formed by the jeweler. But times have changed and the laws will have to catch on and keep up.

Senator Root gets off many a good thing in his quiet way and does it most effectively. The other day, when the workmen's compensation bill was being debated, he shone with brilliancy and sarcasm. The bill provides that workmen who are injured in the course of their employment shall be paid certain compensation, and their families likewise, in case death results from an injury, and all this without the necessity of legal proceedings. Two Democratic senators, who are attorneys and who have made reputations as prosecutors of damage suits against corporations, where workmen have been injured or killed, made a determined fight against the bill as drafted. Senator Root obtained the floor and explained in his mild way that the bill would put all attorneys who brought suits in these cases, gambling mostly on a contingent fee, out of business, and thus save to the beneficiaries a large part of the emolument to which they were entitled. He did it so easily and so pleasantly that no offense could be taken, yet the point went home.

The Department of Agriculture is experimenting constantly with new fruit and vegetables, trying to make that variety which is said to be the spice of life. The dasheen, which was recently introduced as a substitute for the Irish Potato, interested those who sampled it, but the newest vegetable is udo, introduced from Japan. Experiments have been going on with this Japanese vegetable since 1902, but this is the first time it has been put on the market. It is a cross between celery and asparagus, but tastes like neither. It grows in bunches, like celery, and has to be bleached by being in the dark, but it does not taste like celery. To prepare it for eating, udo must be boiled twice in salt water to take out the turpentine flavor, and then is cooked like asparagus. It can be used as a salad, but has to be soaked in salt water to draw out the turpentine flavor. One has to acquire a taste for udo and it may not become popular all at once. One grower has several acres of it in California.

Many women find the stocking a convenient place to store money, but it is not always a safe one. At least a young woman in Manhattan has discovered that the stocking bank can break. She fell on the wet pavement and later learned that in the accident her stocking was torn and a diamond ring and \$225 in bills were missing. She carried all her savings in her stocking bank, and her bank has failed.

BANKRUPTCY MATTERS.**Proceedings in Western District of Michigan.**

May 9—In the matter of John David, bankrupt, of Grand Rapids, the first meeting of creditors was held and failing to elect a trustee, the referee appointed Wm. M. Grove, of Grand Rapids, as trustee, and fixed his bond at \$200. The first meeting was then adjourned, without day.

May 10—In the matter of John F. Boyd, bankrupt, of Elk Rapids, the final meeting of creditors was held to-day and a final dividend of 14 3/4 per cent. declared and ordered paid to general creditors. No cause to the contrary being shown by creditors, it was determined that a certificate recommending the bankrupt's discharge be made by the referee. The meeting then adjourned, without day.

In the matter of James W. Burns, bankrupt, of Hubbardston, an offer of composition to creditors at 20 per cent. was filed by the bankrupt, and an order was made by the referee calling a special meeting of creditors to be held at his office on May 22, 1912, to consider such offer of composition. The inventory and report of appraisers in this matter has been filed and shows assets of the appraised valuation of about \$3,358. The total liabilities are about \$11,000.

In the matter of the Fargo Shoe Manufacturing Co., bankrupt, of Belding, hearing was had on the order to show cause as to sale of the assets to Elmer E. Fales, Willard C. Spicer and Henry J. Leonard for \$7,300, and it was determined that it was to the best interest of creditors that the sale be ordered and confirmed and such order was accordingly entered.

May 11—In the matter of Mattie Walker, bankrupt, formerly general merchant at Wyman, the trustee, Henry T. Heald, filed his final report and account showing a balance on hand for distribution of \$580.20, and an order was made by the referee calling a final meeting of creditors to be held at his office on May 27, 1912, to consider such report and such other business as may properly come before the meeting. Creditors have been directed to show cause, if any they have, why a certificate recommending the bankrupt's discharge should not be made by the referee. Two dividends, aggregating 35 per cent., have already been paid in this matter.

May 12—In the matter of the Newaygo Chair Company, bankrupt, of Newaygo, the trustee, Harlan J. Dudley, of Grand Rapids, filed his supplemental final report and vouchers showing that he has made the final distribution in accordance with the order of the court, and an order was made closing the estate and discharging the trustee.

May 13—In the matter of the Lithuanian Co-operative Store Company, bankrupt, of Grand Rapids, the inventory and report of appraisers has been filed and shows the following assets:

Men's hats and caps	\$ 122.01
Men's furnishings	422.43
Women's notions and silver-ware	210.80
Ribbons and notions	104.50
Women's underwear and piece goods	593.35
Men's and women's shoes, rubbers and findings	426.96
Furniture and fixtures	245.75
	<hr/>
	\$2,145.80

Special Features of the Grocery and Produce Trade.**Special Correspondence.**

New York, May 14—Spot coffees languish and will as long as speculative business is quiet. Holders are apparently not anxious to dispose of stocks, and quotations remain practically without change. At the close Rio No. 7 is quoted in an invoice way at 14 1/4c. In store and afloat there are 2,145,301 bags, against 2,418,856 bags at the same time last year. Mild coffees are steady, with most of the business being done in stocks here as goods on the way seem too high to attract attention of buyers. Good Cucuta, 16 1/4c.

Stocks of teas are not especially large, but there seems to be plenty to meet all requirements, and the trade generally report a dragging market.

The sugar market does not show much activity, although of course there is some little improvement as the season advances. Granulated was quoted at 5.05c less 2 per cent., without attracting much attention. Only one refiner made this rate. Buyers seem determined not to purchase until they are compelled to do so.

The rice market shows some hardening and it is believed that a very appreciable advance must take place when the full effect of the floods manifest themselves. Prime to choice domestic, 5 3/8@5 5/8c.

In the spice trade cloves and pepper attract most attention as the speculative element is becoming manifest. The whole line of spices is well held.

Molasses is moving with some freedom and quotations are firmly sustained for all grades. Good to prime centrifugal, 25@32c. Syrups are dull.

There has been a little better feeling in the canned goods district and orders have come in in quite a satisfactory manner. Peas have been in good jobbing request and quotations in every case are firmly maintained. Most of this demand is for the medium grades, fancy stock not being so much called for. Tomatoes are dwindling away and the new crop will come on a market pretty well cleaned up. Futures are well sustained at 82 1/2c for standard 3s.

Butter is steady and in rather more liberal supply. Creamery specials, 34c; extras, 33 1/2c; imitation creamery, 26c; factory, 24@25 1/2c.

Cheese is steady, with full cream worth 16c for new.

Eggs are in ample supply, but top grades are well sustained. Best Western, 21 1/2c.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, May 15—Creamery butter, 29@33c; dairy, 22@28c; poor to good, all kinds, 20@22c.

Cheese—Fancy, 17c; choice, 16@16 1/2c; poor to good, 10@15c.

Eggs—Choice fresh, 20c.

Poultry (live) — Turkeys, 18@20c; cox, 11@12c; fowls, 16@17c; ducks, 18@20c; geese, 12 1/2@14c.

Beans — Red kidney, \$2.25@2.40; white kidney, \$2.75@2.95; medium, \$2.70@2.75; marrow, \$2.90; pea, \$2.65@2.70.

Potatoes—\$1.30@1.40.

Rea & Witzig.

Evolution of Coinage.

It is probable that when metals were first used as a medium of currency they were simply weighed. The next step was to issue pieces of gold and silver that had already been weighed. Then, in time, it was found more practicable to mark the exact weight and value on each piece. This was first done, it is thought, in Assy-

ria and Babylonia, where shekels or pounds of gold and silver have been found in great quantities.

In the sense we understand the first real coinage of money must be ascribed to the Greeks of Ionia in the seventh century before Christ. They stamped upon their coins the arms and seal of their cities, thus affording an official guaranty of the weight and value of the money.

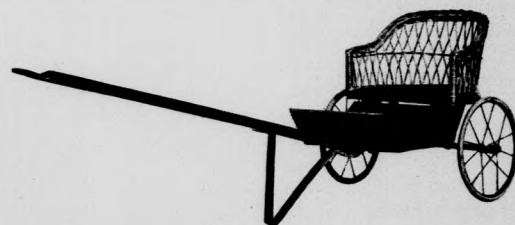
If we could see into the heart of the man we most dislike, we would instantly sympathize with and understand him—his likeness to ourselves would be so complete.

There are two things calculated to make a man's head swim—a merry-go-round and a merry widow.

Dandelion Vegetable Butter Color

A perfectly Pure Vegetable Butter Color and one that complies with the pure food laws of every State and of the United States.

Manufactured by Wells & Richardson Co. Burlington, Vt.

**Michigan Toy Company**

Manufacturers of the

Shankland Line of Koaster-Karts, Pushmobiles, Wagons, Sidewalk Sulkies, Wind-Wagons and Model Aeroplanes.

New Designs—not a dead one in the line, built by workmen and made for work.

MICHIGAN TOY COMPANY

1 and 3 Ionia Ave. South

Grand Rapids, Michigan

Beautiful

RAMONA RESORT

REED'S LAKE

Opens Its Season of Gaiety
Saturday, May 18th

EXCELLENT VAUDEVILLE ENTERTAINMENT
STARTING SUNDAY MAT. MAY 19

Pouchot's Flying Ballet

Sensation Direct From Paris

AND SIX OTHER GREAT ACTS

Triple Balloon Race Sunday

FOOTE & JENKS' COLEMAN'S (BRAND)

Terpeneless Lemon and High Class Vanilla

Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to FOOTE & JENKS, Jackson, Mich.

CASH AND CARRY.**Rules Which Preclude Success of Leonard Crusade.**

Written for the Tradesman.

After a prolonged agitation the city has decided to try the experiment of having a retail garden truck, vegetable and fruit market, and the experiment is being started this week. The regular market opens at 5 o'clock, by which time the growers have arrived with their loads and the hucksters and grocers are on hand to take what they need, and by 7 o'clock the business of the day is usually over. The retail market will immediately follow the regular, with free admission to buyers and sellers alike until 9 o'clock. It is argued that with the retail market consumers will be able to get their stuff at less cost, that growers will receive higher prices for what they bring in and that both will be benefited by the cutting out of the middleman. It is not likely the experiment will be much of a success, but those who have been demanding it have been so noisy and so unfair in their representations that perhaps it will be a good thing to give it a trial. One factor against the success of the retail market is the fact that the grower, whether gardener or farmer, can not fool away half the forenoon for the few cents additional price he may receive from the retail customers. The growing season is short, help on the farm is scarce and high priced and the grower can make better use of his time cultivating or harvesting his crop than in dickering for a few cents more than he would receive if he sold the load at wholesale. He is not equipped to do a retail business, while the grower and huckster is, and, recognizing his limitations, the grower heads for home as soon as he can get rid of his load, and he does not complain if the latter receives a margin of profit to pay him for his time, work and the money he has invested in the business, in the final distribution of the stuff to the consumer.

On the part of the consumer there will also be reasons why the plan will not work. The consumer has acquired the habit of having everything delivered and usually it is charged. Cash and carry will be the rule on the market. The cash proposition might easily be met, but even with street car facilities to the island, the carry problem will be an obstacle. The regular market price of potatoes is around \$1.30 a bushel, and they are retailing at 40 cents a peck, or at the rate of \$1.60 a bushel. How many women—and it is the women who do most of the marketing—would tote home a peck of potatoes to save a possible five cents? And after she had paid her carfare, would there be any saving? Young onions sell on the market three dozen for 25 cents and retail at three and four bunches for a nickel. The consumer might buy six bunches for a nickel by buying direct, but would she want to carry them home, and would there be any profit in the transaction for her if she did? Boarding houses and

hotels using large quantities of vegetables and fruits might buy to advantage, and always have done so, but the ordinary family can not buy in quantities large enough to make it pay. Those who have carriages or automobiles may be able to make some use of the retail market, but even for these the saving will not be enough to make it an object.

Back of the agitation for the retail market has been the charge, either openly made or by suggestion, that the grocers of the city have been dealing unfairly with their customers in supplying them with vegetables and fruits, that they have been exacting enormous profits from the trade. Such charges are absolutely unfounded. Careful comparison between the prices paid the growers on the city market, as published in the Tradesman, and the retail markets show a margin of about 20 to 25 per cent. in favor of the grocer. Out of this apparent profit the grocer must pay all the expenses of handling the stuff, making deliveries and doing business. Out of it he must take what it costs to carry his credit customers and what he loses from bad debts. With the closest figuring in the garden truck trade there is a large percentage of waste, and this, too, must be deducted. When the returns are all in, instead of a 20 to 25 per cent. profit, if the grocer breaks even he is in luck. There may be cities where the grocers are extortionate, but this is not true in Grand Rapids. The grocers here play fair and should be given credit for the service they render.

One of the chief advocates of the retail market is Charles H. Leonard, and it may be observed that the welfare of the ultimate consumer is not taken into consideration in the conduct of the Leonard enterprises. Refrigerators purchased direct from the factory would be considerably cheaper than if purchased at retail from the dealer, but no glad hand and wholesale price awaits the would-be buyer of a refrigerator who visits the Leonard factory. Crockery at wholesale is considerably cheaper than at retail, but is the ultimate consumer given any chance to make a saving of middleman's profits by being invited to buy at the Leonard wholesale store? If Mr. Leonard were consistent, the retail buyer would be given a chance at direct dealing in the goods he handles. But consistency is not and never has been one of the things for which Mr. Leonard is noted.

A Brooklyn man under arrest for abandoning his wife said he left her because she was constantly "nagging" him and he could not live in peace and comfort. The justice told him a man must stand such treatment from his wife and can not abandon her because she "nags" him. This will be unwelcome news to some husbands, who will have to give another reason for not supporting their wives.

The easier the job the harder it is to land.

Sixth Annual Merchants Week

Grand Rapids, Mich.
June 11, 12, 13, 1912

The Retailers of Michigan and Northern Indiana are again cordially invited to be our guests on June 11, 12 and 13 for that glorious get-away-from-care event known as Merchants' Week.

Remember the date and plan for it NOW.

Big **NEW** entertainment for Wednesday afternoon and evening.

Thursday afternoon will be spent at Ramona (Reeds Lake) followed by the grand banquet down town at the Coliseum at six o'clock.

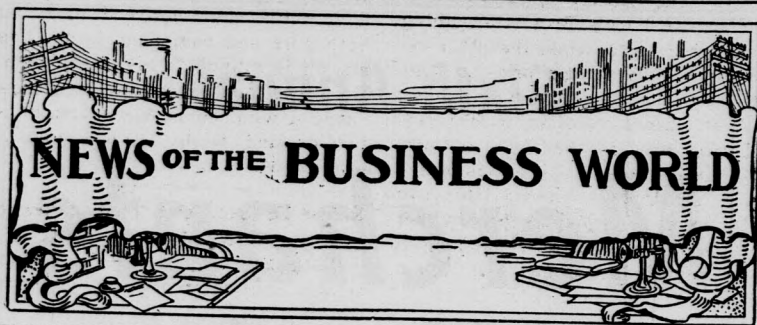
Celebrated Speakers, Beautiful Music, Excellent Eats and Two Thousand Happy Merchants will make this a memory lingering enjoyment.

Apply for banquet reservations to M. C. Huggett, Secretary Grand Rapids Association of Commerce.

We want every merchant to come.

We want YOU!

**Wholesale Dealers Association of the
Grand Rapids Association of Commerce**



Movements of Merchants.

Hancock—John Stock has engaged in the grocery business.

Bronson—John Pfaff succeeds Geo. Woodcox in the grocery business.

Union — Eva Garmon succeeds Chas. E. Ripler in general trade.

Negaunee—Angelo Lafkas has engaged in the confectionery business.

Grand Haven—Jacob Nemire has engaged in the meat business on Washington street.

Traverse City—Philip Thiel has engaged in the fruit and confectionery business at 144 East Front street.

Charlotte — A. B. Woodley and Thomas Waddell have formed a co-partnership and engaged in the meat business.

Iron River—The Miners State Bank of Iron River has been organized with an authorized capital stock of \$50,000.

Edgetts—H. W. Sachs has sold his general stock to Frederick Lickert, who will continue the business at the same location.

Martin—C. C. Murray has purchased the drug stock of G. B. Nichols, who has re-engaged in the drug business at Kalamazoo.

St. Ignace—The Higgins & Leveille stock of confectionery has been purchased by A. W. Schofield for his sister, Mrs. Frasier.

Port Huron—W. A. Hodlen, of Brown City, has engaged in the grocery business at the corner of Elmwood and Cherry streets.

Ludington—The National Grocer Co. will establish a warehouse at Ludington from which to handle salt, sugar, vinegar and flour.

Holland—P. A. Kiels is building a 30 foot addition to his grocery and Wm. Vander Veere is having an addition built onto his meat market.

Mesick—Irving Clark has sold his grain elevator to H. E. Chatterton, who will continue the business under the style of the Mesick Grain Co.

Petoskey—Geo. B. Craw has sold his interest in the Chattaway Co. to his partner, who will continue the business under the style of Percy J. Chattaway.

Marcellus—D. J. Hopkins has purchased an interest in the grocery stock and bakery of Emery Youells. The new firm will be known as Youells & Hopkins.

Detroit — The Derby Confections Co. has engaged in business with an authorized capitalization of \$1,000, all of which has been subscribed and paid in in cash.

North Manitou Island — Peter Stormer has purchased the mercantile interests of Nessen Bros. and

will carry on the business, with Harold E. Voice as store manager.

Provement—Noah Gauthier, formerly in the meat business at Leland, has moved to this place, where he will work for his brother, Wm. Gauthier, who owns the market here.

Big Rapids—Newell Jennings and William Binney have taken over Berge's grocery store, on State street. Mr. Berge has conducted this stand for the past twenty years.

Coppersville — Ground has been broken by H. A. Letson for the new store building for the Polkton Mercantile Co. The building will be 25 x75 feet, one story high and built of cement blocks.

McBain—Wyman & Dunham, doing business as the Bank of McBain, have merged their business into a State institution under the style of the McBain State Bank. The corporation has a capital stock of \$20,000.

Marine City—The Marine Savings Bank will take over the business of the Home Savings Bank, of this city, and the creditors of the latter institution will be paid in full. The capital stock of the Marine Savings will remain the same.

Nashville—J. B. Marshall, after twenty-three years in the elevator business in Nashville, has decided to retire, and has sold his elevator to Willard Viemaster and John Martin, of Bellevue. Possession is to be given June 1.

Beaverton — Dr. Pierce has commenced building a hotel and the Beaverton Hardware Co., J. H. Walton, S. A. Cruikshank, Lee Perry and Ellen Murdock are starting business buildings. E. E. Shelters has just built a meat market.

Central Lake—The Farmers' Warehouse Co., Ltd., has engaged in business for the purpose of buying, storing and selling farm products, with an authorized capital stock of \$3,000, of which \$1,625 has been subscribed and \$1,300 paid in in cash.

Owosso—M. C. Lathrop has sold a half interest in his grocery stock to R. H. Thompson, of Mt. Pleasant, and the firm name will be Lathrop & Thompson. Mr. Thompson has been with the Michigan Condensed Milk Co. for the past fourteen years.

Bellevue—Arthur Martens, of the firm of Cargo, Owen & Martens, has sold his interest in that firm to C. W. Cargo and Glen Owen and has purchased an interest with E. W. Stevens, formerly of Bellevue, now engaged in the elevator business at Richmond.

Iron River—The Riverside Co-operative Association has been organized for the purpose of dealing in groceries, provisions and any other articles of merchandise, with an authorized capital stock of \$20,000, of which \$700 has been paid in in cash.

Girard—Abram Carle, who conducted a grocery store last season in a portion of his cottage at Morrison Lake, is planning on a more extensive business during the coming summer, having begun the construction of a building 24x36 feet in dimension.

Glen Arbor—Geo. F. Dago, who for the past twenty years has been connected with the Hannah & Lay Mercantile Co., at Traverse City, has purchased the general stock of Nessen Bros., at this place, and will conduct the business in the future. Mr. Dago was at the head of the hardware department during the last five years of his service for the Hannah & Lay Mercantile Co.

Lake Linden—John B. Dee has purchased the interest of H. S. Goodell in the South Range Mercantile Co. and hereafter will control and manage the two establishments of this concern. Twelve years ago this business was established, Mr. Dee being manager of the store at Baltic and Mr. Goodell, in charge of the one at Painesdale. The business has grown to be one of the largest and most successful in the Copper Country. Mr. Goodell will devote his entire time to the oil trade.

Pontiac—John Watchpocket, a real estate dealer, and A. F. Marsh, grocer, were recently victimized by the bad check game, the perpetrator giving his name as "Homer E. Smith" and representing himself as a capitalist from Mobile, Ala. Watchpocket was given a check for \$125 for the rent of a cottage at Watkins Lake. The stranger then asked for a reliable grocer to deal with and was taken by Watchpocket to Marsh, where he cashed a check for \$60 in paying for a \$23.80 grocery order. The groceries were not called for.

Corunna—Thomas Sharp, a former merchant of Laingsburg, now of Lansing, and James Galligan, an erstwhile customer of Sharp's, are fighting each other in the Circuit Court over \$14 with doggedness and utter disregard for the fact that the costs entailed will be more than twenty times the amount at stake. Galligan bought building supplies and fuel of Sharp for years, keeping a running account. Finally the parties disagreed on the settlement because of offsets Galligan claimed for labor. They were only \$14 apart, but Sharp sued and got a judgment. Galligan appealed to the Circuit Court but arrived late the day set for retrial and Sharp got a default. Galligan appealed all over again, and after trial of several days the jury disagreed. The third trial is now on.

Negaunee—E. Braastad has given his second son, Julius, full charge of his mercantile business here. He has been the head book-keeper for the Negaunee store ever since Mr. Braastad took over the business,

which was formerly conducted by the late Nicholas Laughlin. Plans for increasing the scope of the business are being outlined. The firm recently leased the store room in the west side of the block, in which Nicholas Laughlin, Jr., formerly conducted a saloon, and it is to be used for a furniture and general household goods department. When the entire block is occupied Mr. Braastad will have the largest general store in Negaunee. The additional store room that has been secured is as large as either of the other two rooms. Some improvements will be made, in order to put it in first-class condition for the new department.

Saginaw—The Board of Trade has had the most successful year in its history. Ample demonstration of the fact is contained in the annual address of the President. Many new and valuable industries have been secured and to its efforts in no small measure is due the highly satisfactory state of manufacturing and business generality. The Board's activities in industrial channels, highly gratifying as are the results shown, do not, however, constitute the most important part of its record during the last year. Some of the leading things it has taken up or concluded are the launching of the bay water project in a different and more favorable form than it has heretofore been presented; the establishment of an Eastern Michigan fair here; the securing of a military band; the promotion of street car extensions, which there is every prospect will be built in the near future; the improvement of transportation service and facilities; persistence in demanding the carrying out of the market project; submission of a plan for an improved system of street lighting, which the lighting company has favorably reported upon; the holding of an extraordinarily successful farmers' institute and the cultivation of valuable commercial relations with the farmer; the obtaining of marked recognition of Saginaw in the commercial world at state and national meetings; the promotion of extensive good roads construction and participation in civic, social and moral problems too numerous to mention, but each and every one of benefit to the city.

Manufacturing Matters.

Battle Creek—The Michigan Carton Co. has increased its capitalization from \$400,000 to \$600,000.

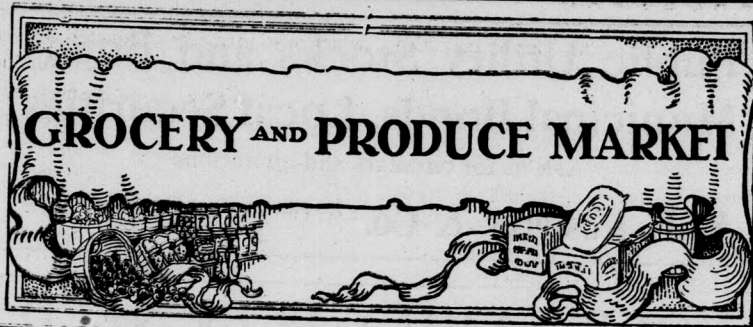
Otsego—The Babcock Tissue Paper Co. has increased its capitalization from \$100,000 to \$150,000.

Detroit—The capital stock of the Herreshoff Motor Co. has been increased from \$230,000 to \$430,000.

Jackson—The capital stock of the O. F. Schmid Chemical Co. has been increased from \$125,000 to \$250,000.

Detroit—The Dicker Electro-Plating Co., Ltd., has changed its name to the Glow Electro Plating Co., Ltd.

Bay City—During April the Kneeland Bigelow Co. shipped by rail to market over 5,000,000 feet of lumber products.



The Produce Market.

Apples — Jonathans, \$5.50; Baldwins, \$4.50; Russets and Greenings, \$4; Western box apples, \$3@3.50 per box.

Asparagus—\$1.50 per crate of two doz.

Bananas—\$4 per 100 lbs.

Beets—65c per bu. for old; 75c per doz. bunches for new.

Butter—Receipts have been fairly liberal and the consumptive demand has been very good. The market is firm at the same prices as it was a week ago. All receipts are cleaning up on arrival. There is likely to be an increase in receipts as the season advances and there is likely to be unsettled prices until fresh grass butter is more in evidence. Creamery extras command 31c in tubs and 32c in prints. Local dealers pay 25c for No. 1 dairy and 18c for packing stock.

Cabbage—\$2.50 per bbl. for Texas.

Celery—Florida, \$3 per crate; California, \$1.10 per doz.

Cranberries — Late Howes, \$6 per bbl.

Cucumbers—\$1.25 per doz. for hot-house.

Eggs—Receipts are liberal and the quality is fine. The weather conditions are perfect for a good supply of fancy stock. The demand for table use has been heavy and as long as the weather stays cool and prices of meat as high as at the present time there is not likely to be any falling off. From every appearance there is to be a rather extended, although late, period of egg production. The last weeks in April saw very heavy receipts pouring into practically every large market, and weather and other conditions are such as to make it quite certain that the flush period will string along well into May, and, unless terribly warm weather leaps upon us at once, the quality of the goods should be about all that could be asked. Of course, the late season has postponed hatching operations, but this will affect the flow of eggs only in the usual proportion. Local dealers pay 17@17½c, case count.

Grape Fruit—Choice Florida, \$7 per box of 54s or 64s; fancy, \$8.

Grapes—Imported Malagas, \$4.50@5.50 per bbl., according to weight.

Green Onions—15c per doz. for home grown.

Green Peppers—50c per small basket.

Honey—18c per lb. for white clover and 17c for dark.

Lemons — California, \$4.75; Messina, \$4.25@4.50.

Lettuce — Hothouse, 12c per lb.; head, \$1.50 per bu.

Nuts—Hickory, \$1.75 per bu.; walnuts and butternuts, 75c per bu.

Onions — Texas Bermudas are in ample supply and excellent demand on the basis of \$1.75 for white and \$1.60 for yellow.

Oranges—\$3@3.25 for navels.

Pieplant—85c per 40 lb. box for either home grown or Illinois hot-house.

Pineapples—\$3.50 per box for all sizes of Cubans.

Potatoes—The price for old holds firm at \$1.30, on account of light supply and steady demand. New, \$2.25 per bu.

Poultry—Local dealers pay 11c for fowls; 8c for old roosters; 10c for geese; 14c for ducks; 16@18c for turkeys. These prices are for live-weight. Dressed are 2c higher.

Radishes—30c per doz. for hot-house.

Spinach—\$1.25 per bu.

Strawberries — Supplies are now coming in from Tennessee. The supply is ample and the demand is fair on the basis of \$3.25 per 24 qts.

Sweet Potatoes—\$6.25 for Jerseys.

Tomatoes—Six basket crates, \$3.75.

Turnips—50c per bu.

Veal — 5@10c, according to the quality.

At the annual meeting of the stockholders of the Judson Grocer Co., Arthur Gregory was elected a director of the corporation to fill the vacancy caused by the death of the late O. A. Ball. Mr. Gregory has been engaged in the grocery business twenty-nine years and certainly deserves the recognition he has received at the hands of his long-time associates.

W. R. Roach left the U. B. A. Hospital last Thursday for Hart on a special train tendered him by the Pere Marquette receivers. He stood the journey in good shape and is gradually gaining in strength.

William Judson left Monday evening for St. Louis to attend the annual convention of the National Wholesale Grocers' Association. E. D. Winchester (Worden Grocer Co.) left yesterday for St. Louis.

Dr. Chas. S. Hazeltine, President of the Hazeltine & Perkins Drug Co., accompanied by his wife, sails for Germany July 2. They will spend the summer with their daughter in Berlin.

Schrouders, druggists, have increased their capital stock from \$50,000 to \$100,000.

The Grocery Market.

Sugar—Arbuckle Bros. are quoting granulated at 5c, while the other refiners still hold their price at 5.10. It is expected that something definite will be learned about sugar duty legislation soon, as the Finance Committee has finished its hearings on the sugar tariff. It is reported that two bills have been prepared to be put before the Senate, each making a very small reduction in the tariff, but there is no assurance that either bill will be passed.

Coffee—Rio and Santos hold at about the same prices as have been quoted for several weeks, with a difference of nearly 2c between Santos 4s and Rio 7s. Reports from Brazil state that all prices are as firm as ever.

Canned Fruits—Trading in tomatoes has been fairly active on spots at full prices. Many holders are being cleaned up and it would look as if the market might be higher in the near future. Both buyers and sellers are indifferent about futures. Peas are gradually cleaning up and it looks as if spot stocks would be entirely exhausted before the new crop, as, owing to the unfavorable weather conditions, the new pack will be late. There has been practically no trading in future corn and the demand for spot is almost entirely confined to cheap grades. In Baltimore canned goods the spot stocks are very limited. But one new item is already on the market; that is spinach, and while sales of futures have been fairly heavy the spot demand is good.

Dried Fruits—New prices of apricots are high and producing practically no business. Spots are dull. Raisins are moving very slowly on the spot, but the reasonable prices named for future delivery have occasioned quite heavy purchases. Prunes are moving in a very satisfactory manner. The new crop is being held at such high figures that no interest is being manifested. Both spot and future peaches are selling well with prices unchanged.

Cheese—The market is a little backward, and the prices are ruling about 3@4c per pound higher than they usually do at this season of the year. The consumptive demand is absorbing the receipts on arrival, and no relief is looked for from the high prices until the supply increases, which will not be for two or three weeks.

Syrup and Molasses—Glucose has shown no change for the week nor has compound syrup. The demand is light. Cooking molasses is only in a fair demand and prices are unchanged from quotations of a week ago. There is nothing new to report about maple goods as prices and market conditions are unchanged.

Rice—Prices in the primary markets are reported as firm with stocks very light. The heavy rains and floods of the past two weeks are said to have caused much damage to growing crops along the river and conditions are still bad.

Provisions—Prices on some lines of smoked meats are about ¼c high-

er than they were a week ago. There is an active consumptive demand for both pure and compound lard. The market is ruling ¼c higher on each. Dried beef and canned meats are unchanged with an increased consumptive demand, while barreled pork is firm at 50c per barrel advance.

Refuse To Carry Out Trading Stamp Agreement.

Battle Creek, May 14—The trading stamp situation in this city took on a new angle when a number of local merchants, who had signed up contracts to use "S. & H." stamps of the Sperry & Hutchinson Co., of New York, decided to refuse to accept the stamps and have notified their customers through advertisements in the local papers published to-day.

This action was taken following the publication of a full page advertisement in a local paper which was placed by the Sperry & Hutchinson Co. and which told of the grand opening Saturday of the "S. & H." premium parlor, giving the names of the merchants who had signed the contracts to use the stamps and who would furnish them to the public. It said:

There are eighteen merchants who had agreed to use the "S. & H." stamps, but eleven of them have since backed down on the ground that the custom of giving coupons is detrimental to their business. These eleven business men are as follows: W. C. Phelps, H. A. Nay, George A. Southerton, E. C. West & Son, J. R. Doig, Kingsley Grocery Co., W. H. Staley, C. C. Thoma, Bazley Cash ket, J. Shoup, E. Freeland and E. B. Hamlyn.

The merchants signed contracts to take \$45 worth of the "S. & H." stamps and to give them out to their customers to be saved for premiums. By refusing the stamps the merchants may be considered as violating their contracts, but it seems that there is a fine question on this point.

The Legislature passed an act in 1911 which prohibits the use of trading stamps in Michigan and by using the "S. & H." stamps the rebelling merchants fear that they might be violating the law and they do not care to do so. The Sperry & Hutchinson Co. has decided to test the act and have started proceedings in the United States District Court at Detroit to have the law declared unconstitutional. Pending the outcome of this litigation, which is directed against Attorney General Franz Kuhn, an injunction has been secured against the defendant, City Attorney D. C. Salisbury and Prosecutor R. H. Kirschman restraining all of them in taking any action from preventing the Sperry & Hutchinson Co. from operating in Michigan or Battle Creek.

The man who makes good does not sit down and wait for his ship to come in.

The man who is liberal with his sympathy seldom hands out anything else.



Why Permit Johnson's Accessories To Go Scott Free?

J. Edward Johnson, who poured \$65,000 of the Michigan Trust Company's money into local bucket shops in a vain endeavor to get rich quick, has received his sentence. The sentence is three to ten years in the Ionia House of Correction, with six years recommended, and it was pronounced by Judge Stuart in the Superior Court. The sentence is a severe one, but no more so than the crime warranted. Of all thieves and embezzlers those who make use of their trusted positions in banks are least deserving of leniency.

In the Johnson case there are circumstances which make it easy to find pity for the young man who has fallen and sympathy for those innocent ones who will suffer far more keenly than he ever will, but this should not stay the hand of stern justice. According to his own statement, Johnson, surrounded by men who had wealth, wanted to be wealthy, too. He sought riches through the bucket shop and the subsequent proceedings represent the same story, varying only in minor details from thousands of similar cases. At first he won, as usual, and then he lost, which is also as usual. His winnings were the first to go when the losses came, and then the little capital he possessed went, and then he began juggling with the Company's funds which passed through his hands. No doubt he had no intent to steal when he made his first dip into the money that was not his own. It was to be a loan to cover a small loss and to be repaid from his next winnings. But instead of winning he lost and continued to lose, and then, instead of having a desire for sudden wealth for himself, Johnson's single purpose was to win enough to cover his shortage, and in this he was no more lucky than in his first ambition. He continued to lose until his shortage amounted to \$65,000, and then came the exposure that was inevitable and the disgrace and the suffering for those who were innocent. It is the same old story and, like similar stories that have been told, it is the more pitiful because at no time had he a chance to win. He was up against a brace game. The cards were stacked against him. He may have thought he was gambling, but as a matter of fact he was being robbed and lacked the wit to realize it or in his desperation could not see. He put up the money on a two point margin and whether he "bought" for a rise or "sold" for a drop in the market he had to take

the word of the bucket shop keeper as to results and he always lost. The bucket shop keeper, knowing that Johnson was without means and that he occupied a position of trust, must have known or at least had suspicions that amounted to a certainty that the money he received was being stolen. He was as much a party to the looting of the Trust Company as was Johnson himself, as a receiver of stolen goods and goods which he knew were stolen. The question now seems to be, whether justice will be satisfied with the sentence of Johnson? Johnson, of course, was the principal in the crime, but are those who got the money to be allowed to escape? Johnson will spend years in confinement and will be without means when he is restored to freedom. Are those who received the money he stole—knowing it to be stolen—to be permitted to enjoy it unmolested by the law and without even a smirch upon their names? It seems to be up to the Michigan Trust Company to determine what shall be the next move, and to make it.

The Commercial Savings Bank has purchased the Weirich block, at West Bridge and Front streets, as the permanent home of its West Side branch. The property is 50x70 feet and the building is four story brick. The cost was about \$22,000. The present tenants have leases yet to run up to five years and the Bank's present West Side location, in the Miller building, is under lease that expires seven years hence. Under the circumstances no immediate change need be looked for, but in the meantime the property just purchased will yield in rentals about 8 per cent. on the cost, above taxes and insurance, and will more than carry itself. The Kent State owns its corner at Bridge and Scribner streets, and this latest acquisition nails another desirable corner in the Bridge street district for banking purposes.

It has been noted as an interesting circumstance that of the eleven directors of the Fourth National only two have children. The lucky two are Robert E. Shanahan, who has three daughters, and John W. Blodgett, who has a son and a daughter.

The New York banks are adopting the finger print method of identification. Following the example of the French, this method of identification is becoming as much of a standard among the police of the world for the identification of criminals as the Bertillon system of measure. If it

**Public Utility Stocks and Bonds
Municipal Bonds, Local Securities**

Ask us for circulars and quotations

A. E. Kusterer & Co. 733 Michigan Trust Bldg., Grand Rapids
Both Phones: 2435.

YOUR FAMILY IS IN NEED

of adequate protection in the event that you should be taken away. Have you provided sufficient Life Insurance to care for them as **YOU CAN?** If not we can supply your needs.

The Preferred Life Insurance Co. of America
Grand Rapids, Michigan Wm. A. Watts, Secretary

**GRAND RAPIDS
NATIONAL CITY BANK**

Resources \$8,500,000

Our active connections with large banks in financial centers and extensive banking acquaintance throughout Western Michigan, enable us to offer exceptional banking service to

**Merchants, Treasurers, Trustees,
Administrators and Individuals**

who desire the best returns in interest consistent with safety, availability and strict confidence.

CORRESPONDENCE PROMPTLY REPLIED TO

Fourth National Bank

**Savings
Deposits**

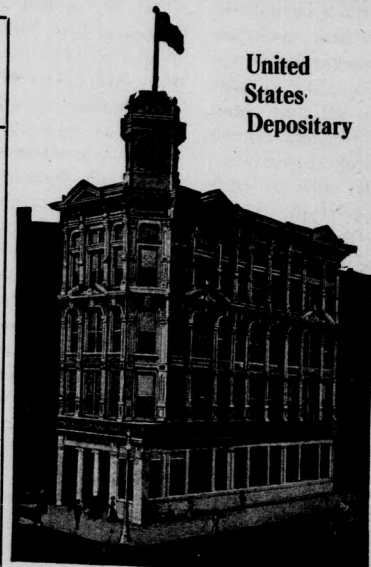
3

Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

Capital
Stock
\$300,000

United
States
Depository



**Commercial
Deposits**

3 1/2

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Surplus
and Undivided
Profits
\$250,000

is found to be efficient in police work there is no reason why it should not be adopted by the banks. Signatures can be forged so cleverly that even the experts may be fooled, but the testimony of the finger prints can not be imitated. The police method is to use the prints of the thumbs, but the New York banks take the impression of the three middle fingers.

The Citizens' State Bank of Big Rapids has undertaken a practical work for the encouragement of agriculture and fruit growing in its vicinity, following what the First National of Traverse City, the First National of Boyne City, the Old State of Fremont and several other banks in Western Michigan have been doing for several years. The plan is to have a continuous exhibit of the products of the soil arranged in the bank lobby, with premiums for the best specimens to be paid semi-monthly and with a grand prize to be given at the end of the season to the exhibitor winning the most single prizes during the season. This plan has been followed with excellent results at Traverse City, Boyne City, Fremont and at other points, and not only does it encourage the farmers, but it offers a very attractive exhibit for visitors to town, showing the resources of the country and advertising the farm possibilities. At Fremont the bank exhibit began almost by accident and it was here the custom originated. A farmer brought in a particularly fine specimen of fruit one morning and gave it to the Cashier, and the Cashier put it in the window with the grower's name attached. Another farmer thought he had something a little better than the first and the specimen he brought in was also exhibited. This started others until the window was filled. At the height of the season the officers of the Old State at Fremont have to move into a back room and the front office is given up entirely to fruit. This display has been an important factor in the fame of the Fremont district for fruit and farming. The First National exhibit at Traverse City, beginning with strawberries in June and ending with pumpkins and apples, is one of the sights of the town which all visitors are expected to see and the citizens themselves seem to take much pride in it. The banks in Grand Rapids have never taken up this idea, but one of them might make a hit by doing so. The Fourth, Old and Grand Rapids National City have lobby room for an exhibit table and with a daily change of the display could give a continuous show that would attract attention, and incidentally might help win farmer trade.

The postal banks are growing in numbers and volume of deposits. The latest report issued shows a total of 7,163 postal banks established with total deposits of \$16,200,000. Chicago leads with a total of \$902,841 in deposits and then comes New York with \$860,385, not including Brooklyn, and the third city on the list is Portland, Oregon. The postal banks

seem to be filling a public want and it is interesting that instead of opposing them the state and national banks now regard them as excellent institutions worthy of encouragement. The postal banks may divert some of the money that ordinarily would go into the other banks, but the other banks eventually get the money as Government deposits and at a less rate of interest than they would have to pay were the deposits made direct.

Arthur T. Slaght, of the Grand Rapids National City, is compiling the seventh annual edition of his bank directory of the State and will have it completed in time for distribution at the State Bankers' convention in June. The directory shows officers, directors, capital, surplus and undivided profits, loans and discounts and deposits of every bank in the State, national, state and private. In compiling the reports he has received Mr. Slaght says that compared with last year, with very few exceptions, the banks show increases in deposits and resources and to a degree that indicates substantial growth for the bank and prosperity in the districts in which they are located.

Quotations on Local Stocks and Bonds.	Bid.	Asked.
Am. Gas & Elec. Co., Com.	84½	87½
Am. Gas & Elec. Co., Pfd.	46½	48
Am. Light & Trac. Co., Com.	301	303
Can. Puget Sound Lbr.	2¾	3
Cities Service Co., Com.	104	107
Cities Service Co., Pfd.	92	93
Citizens Telephone	95	96
Comw'th Pr. Ry. & Lt. Com.	62½	64
Comw'th Pr. Ry. & Lt. Pfd.	90	91½
Dennis Salt & Lbr. Co.		100
Elec. Bond Deposit Pfd.	78½	80
Fourth National Bank		200
Furniture City Brewing Co.		75
Globe Knitting Works, Com.	110	112½
Globe Knitting Works, Pfd.	100	101
G. R. Brewing Co.		210
G. R. Nat'l City Bank	178	180
G. R. Savings Bank	185	
Holland-St. Louis Sugar, Com.	9%	10½
Kent State Bank	260	
Lincoln Gas & Elec. Co.	41	42
Macey Co., Com.	200	
Macey Company, Pfd.	98	100
Michigan Sugar Co., Com.	90	91
Michigan State Tele. Co., Pfd.	100	101½
National Grocer Co., Pfd.	89	90½
Ozark Power & Water, Com.	45	50
Pacific Gas & Elec. Co., Com.	65¾	66¼
Pacific Gas & Elec. Co., Pfd.	91	92½
Peoples Savings Bank		250
Tennessee Ry. Lt. & Pr., Pfd.	78	79
Tennessee Ry. Lt. & Pr., Com.	26	27
United Light & Railway Com.	105	108
United Lt. & Railway 1st Pfd.	89	91
United Lt. & Railway 2nd Pfd.	80	82
Bonds.		
Chattanooga Gas Co.	1927	95 97
Denver Gas & Elec. Co.	1949	95 97
Flint Gas Co.	1924	96 97½
G. R. Edison Co.	1916	97 99
G. R. Gas Light Co.	1915	100½ 100¾
G. R. Railway Co.	1916	100 101
Kalamazoo Gas Co.	1920	95 100
Sag. City Gas Co.	1916	95 99

Organization of the Michigan Hardware Company.

The Michigan Hardware Co. has been organized with a capital stock of \$200,000, of which \$150,000 has been subscribed and paid in by the following stockholders in the amounts stated:

Name	Shares
H. W. Spindler	250
O. A. Ohland	250
E. J. Clark	200
S. A. Clark	30
Edwin Owen	25
Geo. M. Ames	50
E. A. Stowe	50
Clapperton & Owen	50
John McNabb	20
Emily J. Clark	50
David E. Uhl	20

H. W. Spindler, trustee195
Chas. M. Owen, trustee310

This corporation will take over the Clark-Weaver Co. and will continue the business at the present location in the Clark building until new quarters can be fitted up in the Vinke-mulder building.

Mr. Spindler and Mr. Ohland have been connected with Morley Bros., of Saginaw, for many years—one in the capacity of credit man and the other in the capacity of buyer. They bring to the new institution a large fund of experience that will serve them and their associates to useful purpose in their new venture.

An ancient ceremony is to be revived this year at Dunmow, England, when at a pageant a flitch of bacon will be presented to any married couple who can satisfy a jury composed of six bachelors and six maidens, that their first year of life together has been passed without any differences between them. This custom dates from the reign of John, but the last time it was observed was in 1855, when it was revived at a celebration. The couple that can report a year of harmony is pretty certain to live happily all through life.

Merchant's Accounts Solicited Assets over 3,000,000

GRAND RAPIDS SAVINGS BANK

Only bank on North side of Monroe street.

Kent State Bank

Main Office Fountain St. Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000
Surplus and Profits - \$300,000

Deposits
6¾ Million Dollars

HENRY IDEMA - - - - President
J. A. COVODE - - - - Vice President
H. W. CURTIS - - - - Vice President
A. H. BRANDT - - - - Cashier
CASPER BAARMAN - - - Ass't Cashier

3½%

Paid on Certificates

You can transact your banking business with us easily by mail. Write us about it if interested.

We recommend the purchase of the Preferred Stock of the

Cities Service Company

at prevailing low prices

Kelsey, Brewer & Company

Investment Securities

401 Mich. Trust Bldg., Grand Rapids, Mich.

2½% Every Six Months

Is what we pay at our office on the Bonds we sell.

\$100.00 Bonds—5% a Year

THE MICHIGAN TRUST CO.

Place your **Buy and Sell** orders with

Citiz. 1122 **C. H. Corrigan & Company** Bell M-229

INVESTMENT SECURITIES

341-343 Michigan Trust Building Grand Rapids, Mich.

They will be handled promptly and properly and only a commission charged you.

SURPLUS FUNDS

Individuals, firms and corporations having a large reserve, a surplus temporarily idle or funds awaiting investment, in choosing a depository must consider first of all the safety of this money.

No bank could be safer than **The Old National Bank of Grand Rapids, Mich.**, with its large resources, capital and surplus, its rigid government supervision and its conservative and able directorate and management.

The Savings Certificates of Deposit of this bank form an exceedingly convenient and satisfactory method of investing your surplus. They are readily negotiable, being transferable by indorsement and earn interest at the rate of 3½% if left a year.

THE OLD NATIONAL BANK

GRAND RAPIDS, MICH.

New No. 177 Monroe Ave.

:::

Old No. 1 Canal St.

MICHIGAN TRADESMAN

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
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E. A. STOWE, Editor.

May 15, 1912

INCREASING TAXES.

According to the budget that has just received the approval of the aldermen, the city taxes this year will be \$977,104; on top of this taxpayers will contribute \$606,219.24, and the total to be raised for all purposes will be \$1,583,323.37. This it will be admitted is some money, and it would be interesting to know what "Rance" Luce, T. D. Gilbert, Col. Joe Penny, Col. Ramsey, Frederick Immen and some of the old-timers would say were they to return to earth and contemplate the figures. In the old days about budget framing time the big taxpayers were quite in the habit of getting together to put their demands for economy and reform into resolutions for the aldermen to read, and how they did grumble when the bills came in for payment. The city taxes now are much higher than they were twenty or even ten years ago, not only larger in amount but much larger if figured on a per-capita basis. The taxes have been growing faster than the population, and what is true in Grand Rapids is probably equally true in every other municipality. It is quite possible there is not as much close economy in the conduct of municipal affairs as there might be, but the reason for the increase in the taxes is not so much lack of economy as the fact that more and more we are calling for the trimmings which go with city life. In other words, it is not so much the high cost of living that is boosting the taxes as it is the cost of high living. Twenty years ago if the Council appropriated \$5,000 for the maintenance of the city parks we would have thought this a very liberal allowance; the appropriation this year is \$80,000, and even this is \$30,000 less than the Park Board asked for. A few years ago every householder was expected to dispose of his own garbage either by burning, burial or throwing it into the alley; the garbage is collected by the city now and it costs approximately \$20,000 a year. Not many years ago \$5,000 a year was thought a liberal allowance for the maintenance of the city library; the appropriation this year is \$37,157 and in addition \$6,280 is allowed the Kent Scientific Museum, which in other days cost nothing, as far as the city was concerned. Under the old system when

streets were improved the property owners paid the entire bill; now the property owners pay for their actual frontage and the city pays for street intersections, and this makes a difference of about \$75,000 in the tax budget. The boulevard lighting system has been adopted for Monroe avenue and Bridge street, the business men installing the system and the city furnishing the lights. This will cost \$10,000 a year extra, and this additional cost will be increased to \$15,000 when Madison Square, Creston, Grandville avenue and West Leonard street abandon their arch system of lighting. If the streets were sprinkled in the old days the property owners did it themselves with hoses or hired it done by private contract; the city does this now, and does it on Sundays as well as week days. Police and firemen injured in the service had to shift for themselves; now the injured and the worn out are pensioned and this will cost \$2,800 this year. There is a constant demand for new engine houses in factory districts and other sections exposed to fire hazards, and every new house adds about \$10,000 a year to the tax roll, and two new engine houses have been added in the last two or three years.

What is true of the city budget applies as well to the schools. We have manual training, summer schools, outdoor schools, a long list of specialty instructions and a variety of other things which a few years ago would have been unthought of, and yet for which to-day there is such a demand that those who frame up the budget must make allowances.

The Tradesman is not especially fond of the present city administration, and does not desire to be considered as an apologist for its methods and policies, and yet in the matter of city taxes it must be said that the fault is not with the administration but with the people themselves. We demand more and will be quite disposed to grumble if we do not get what we want, and must expect to pay accordingly. This is probably as true in every other municipality as it is in Grand Rapids. At tax paying time we all kick and kick hard, but at other seasons instead of urging economy the general disposition is to "drat the expense" as long as we have what we want.

A Boston woman advocates the tagging of bachelors, divorced men and widowers, by means of artistic buttons worn in their coat lapels. She would have each man registered and a record kept of his number at the state house, so that the maidens and spinsters could look up his pedigree. If she has her wish the men will go all around bearing a tag just as the automobiles and dogs do now.

Many make the mistake of tolerating a careless and indifferent employe because he can be hired at a low wage. Remember, a good man can be had only for a good price. Cheap help is expensive in the end.

CLOSE TO NATIONAL FOLLY.

The service pension bill has passed Congress and has received the presidential approval. This bill adds a matter of \$35,000,000 to the annual pension disbursement and any veteran of the war who fought fifty years ago is entitled to have his name on the roll in amounts ranging from \$13 a month for those who served three months and are now 62 years old, to \$30 a month for the two year and longer men who are now 75 years old and above. Whether in present need or in affluence, whether they were real volunteers or drafted men, whether good fighters or shirks and cowards, whether they smelled powder or remained safely in camp—no questions are asked under the new law—deserving and undeserving share alike in the Nation's bounty. Those who served in the war are entitled to the kindly consideration of a grateful country, but really is it not time to draw some sort of line on the length to which pension payments shall go? To care for those who were wounded or disabled in the service is wise and patriotic and at this nobody should or would complain, but to throw open the treasury vaults and tell all the survivors of the war to help themselves comes very close to national folly. The disbursements of the Government on account of the veterans does not end with the millions handed out in pensions. To the states which maintain soldiers' homes the Government allows \$100 per year for each inmate sheltered, and the states make up the rest. In Michigan the inmates of the Soldiers' Home—and there are about 1,200 of them—receive their clothing, rations, medical attendance, shelter and everything else they need, all without charge, and they receive their pensions, besides which under the service bill should be enough for their comfortable support outside. Such lavish treatment, instead of winning respect and admiration, is more likely to give scandal to the nation and cause discontent.

It may be argued that the veterans are rapidly growing old and disappearing from the ranks. This is true, but there is nothing in the records that this will cause any decrease in the pension rolls. In the past, when the signs have pointed to a decrease in the pension disbursements, some new legislation has been brought forward to keep the pension payments at their old high level and even to increase them. Fifty years after the war and when probably not more than 10 per cent. of those who constitute this Nation have personal recollections of the conflict, instead of going down the payments are still increasing and under the new service law will reach a height never before attained. In view of the past it is only a question of time when still other legislation will be brought forward to prevent any decrease in the payments. Those who are urging these measures may try to make the people believe that their only motive is unadulterated patriotism, but there may be a suspicion

that there are other motives for their generosity with the people's money. If it were not for the enormous pension payments, for instance, would not a revision of the tariff downward be possible? The tariff now must be high to meet the pension roll and so long as the pension roll is at its present level the tariff must continue to be where it is. It would be interesting to know what part has been played in the pension legislation by the protected industries of the country and whether patriotism or a desire for protection really dictated the pension legislation. The veterans of the war who served honestly and bravely are deserving of every consideration, but the policy of the Government is to reward those who skulked as well as those who fought and to pauperize all alike.

People who are not familiar with the lay of the land in that region can scarcely appreciate the extent of the damage done by the Mississippi floods along that river. It is not a case of where a little stream suddenly becomes a big one and rushes along its narrow course, wrecking property for a short distance which chances to be in its way, but it is a great river with immense volumes of water, with hundreds upon hundreds of thousands of acres of fertile land on either side which are inundated. The overflow, which has been attended by some loss of life, has been also attended by prodigious loss of property and will do untold damage to this season's crops. The land lies so low in many places that it has to be protected by levees which have broken and made vast lakes. The agricultural loss will be very large and as well many buildings have been damaged or destroyed. It is an exceptional and as well a terrible fight the people there have been making and it will be weeks before the full extent of the loss can be measured and appreciated and months, perhaps years, before there will be a complete recovery.

The milliners object to trade schools, because they do not want to have so many young women learn to trim their own hats. The dress-makers, stenographers, book-keepers and others could also object, and some do, but that is no reason why young people should not be trained to do as much for themselves as possible. There will still be work for the milliners and they will not be driven out of business for many years to come even if trade schools are established in every town.

A New York oyster expert says that although May has no "r" in it, fresh oysters are good until the first of June. The cold weather we have had has prolonged the season and the oyster is in good shape for several weeks yet. He declares that he knows all about oysters and has kept track of them for forty years. The epicures who are willing to take his opinion are thus able to eat oysters for some weeks.

Things To Do This Month and Next.

There should be nothing approaching dullness in the variety store during May and June.

All that is good in the spring and early summer trade will be gained by the variety man who wants to make the right kind of effort.

For early May you should help the women finish the housecleaning goods you pushed during April, changing the special offering to muslin curtains at 10 cents each, or something along that line.

People generally will have completed their housecleaning or moving by May 15. Then it will be time to offer them pictures of the popular-priced kind and other house furnishing accessories. This should be followed with plenty of green and white and gold and white crockery. Summer glassware also will be a strong seller.

Good Time To Sell Crockery.

It would be well to have a special window trim of this kind of glass and crockery during the month.

May also will be a good time to show a kitchen utensil window.

For the last few days in the month you can well afford to recognize the old soldiers and Memorial Day by putting in a Memorial Day window. This window should be mostly along the decorative order, also have strong merchandising features. With it you can sell candy, flags, postcards, drums and khaki suits.

There is little, if any, difference between May and June so far as dry goods are concerned. The same items are good in both months. These include women's vests, hosiery, lace, embroidery, ribbons, millinery and women's neckwear. The last mentioned article can be made an unusually profitable line for the variety store, as these goods are very much in season and the styles are new.

Straw Hats Good Both Months.

Straw hats can be made to yield profit both months. The variety store can handle straw hats retailing all the way from 10 to 50 cents and be the headquarters for the town in that line. You can sell for 15 cents straw hats suitable for girls up to 12 years old. You can easily turn these hats into 35 or 50 cent values by the addition of some ribbon or inexpensive wreaths.

A lot of black velvet ribbon will sell very readily with the hats. This is popular for bows and streamers.

There will be considerable demand throughout both months for artificial flowers to be used in trimming inexpensive hats.

May is the month to get ready for the Fourth of July and June is the time to push Fourth of July goods.

Among the big things for June we should advise you to push the following:

Toys.

Candy and postcards.

Fourth of July goods.

Picnic goods.

It would be well to start the month with a window display of all-the-year toys. Call it your "Birthday Win-

dow." To get ready for it you should have a supply of the toys included in the "Birthday Counter" assortment.

Candy and Postcard Window.

Work this hard for a week and then have a window trim of candy, postcards, postcard albums and stationery. A combination of stationery and Memorial windows, leaving out the flags, would be appropriate for this.

The next week put some of your fireworks in your windows, but make the main results of the display picnic goods. There will be many picnics on the Fourth, and you should inform the people early that you can sell them their outfits. The picnic display should consist of hammocks, baskets, aluminum cups, paper cups, paper plates, and so on. The window also should contain a fair representation of fireworks and candy.

For the closing days of the month and lasting through the Fourth make as loud a noise as possible with the Fourth of July window.

Things To Amuse, Not Injure.

The Fourth of July is getting more sane each year. The things that maim and kill are being displaced by those that amuse. In fact, better, more sensible and more entertaining fireworks are being sent out this year than ever before. They have beauty, some of them make noise, but those that carry death with them are tabooed.

Of course you will keep busy on summer sporting goods. Surely you are among the variety men getting the profit out of this big line. It is good throughout the summer, but is especially good now.—Butler Way.

Discussing Public Matters in the Store.

Written for the Tradesman.

A merchant should not be so engrossed in trade that he has no interest in public matters. It is not to be expected, however, that he shall give his undivided attention to outside matters in business hours. He should plan to have time to think of these things outside of business hours.

The nature of his daily occupation prevents his concentrating his mind on one subject for any considerable length of time. His mental attitude must be readiness for frequent changes, interruptions, new combinations of circumstances. Subjects outside of regular business require a letting go of accustomed responsibilities. It is like dropping several threads and allowing them to become crossed and tangled to let go of business to discuss outside matters.

Customers may ask questions of the merchant on various subjects, not thinking of interrupting or distracting him; not intending to do so; and yet to give any satisfactory answer would require time and prove a serious interruption to business. The best reply in such cases is that the matter can not be fully or satisfactorily discussed just then, adding also that he would be pleased to give the desired information or that he would enjoy discussing the matter if it were practicable.

E. E. Whitney.

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A name we can claim by virtue
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Bought by train-loads, they ham-
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Stocked in enormous quantities,
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prices long after manufacturing
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Backed by them, we have made
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They will give you the ideal con-
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minimum quantity, thereby speed-
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dollar do the work of ten.

Write for catalogue FF943, and
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Omaha, San Francisco, Seattle.



Michigan Retail Hardware Association.
President—Charles H. Miller, Flint.
Vice-President—F. A. Reclin, Bay City.
Secretary—Arthur J. Scott, Marine City.
Treasurer—William Moore, Detroit.

Women Customers For the Paint Department.

The painter, the decorator, the builder and the houseowner are not the only patrons whose business is worth cultivation by the paint department of the hardware stores. "The female of the species" is a customer of this department whose aggregate purchases in the course of a year may amount to a goodly sum, if her wants are catered to in a proper manner.

For the tidy housewife or her daughter with the feminine penchant for doing "little, tasty things around the home," if she be not actually a faddist in this particular direction, is always in need of something in the paint line that the hardware man can supply her. Her orderly soul and housewifely passion for cleanliness and "spic-and-spanness" will often lead her to make these little purchases at the store. Paint, varnish, brushes, enamels—they all come within the category of her wants, not only at the annual spring cleaning, when, of course, her purchases are larger, but all the year around as necessity or feminine fancy suggests.

The department stores, which count so many women among their customers, keep a special department of these goods almost exclusively for her trade, and that counter is not the least profitable in the emporium nor is it a bargain counter. Such goods as she needs having a fixed value, at which they may be bought anywhere else, and being procurable in various sized packages to suit the immediate requirements of the customer, there seems no earthly reason why prices should be cut even to meet the innate craving for bargains in the good lady's soul.

The hardware dealer who wishes to cater to this particular class of custom—and the "wide-awake" dealer will certainly do so—should see that his stock is kept replete with everything that is likely to be called for, and to display such goods as alluringly as possible on his shelves. A tasteful window display at certain frequent intervals, dedicated to these housewifely requirements in the paint line, should be a regular feature of the store.

Most of the articles used in touching up the home are admirably adapted to attractive window advertising, and a little personal taste in

the arrangement, so as to appeal to the feminine mind, will add considerably to the interest aroused. Many of the manufacturers include among their advertising matter very handsome signs and models, all of which can be employed to great advantage in this connection, while the service of the neatly printed circular, setting forth some special article and prepared expressly for the housewife, may be utilized with gratifying results.

The postage expended in mailing this suggestive literature will be expended to advantage, not only on behalf of the paint department but of other branches of the business. Especially useful in this circularizing campaign at the annual period of spring house-furnishing, when there is a larger demand for touching-up goods.

Among the leading articles which the housewife will require, and the uses for which she will need them, are the following:

Paints ground in varnish and known to the trade as carriage paints, from their being used in carriage repair work. For household service these paints (which are made in six or eight bright colors) are specially suitable for renovating flower pots, jardinières, lawn seats, verandah benches and tables.

Colored and white enamels, the domestic uses of which are various in all decorative lines, but mostly employed by the women folks for touching up bedsteads, bathtubs, piping, baby carriages and cribs, wicker or metal furniture, kitchen utensils and the like.

Stove enamel, one of the indispensable articles for the kitchen.

Flat black, used for renovating iron fixtures, where a dull finish is preferred.

Floor stains, ground either in oil or varnish—preferably the latter; a line of goods that is especially in demand by the housewife for staining borders or for covering the entire floor, now that rugs instead of carpets are the favorite covering for floors.

Varnish floor paint, for use on kitchen floors, wooden wash tubs, etc.

Alustrium or silver bronze paint, for piping, kitchen boilers, radiators, picture frames and all metal work where silver finish is desired.

Gold paint, for picture frames, piping, statuettes, metal stands and numerous other domestic uses, both utilitarian and artistic.

Cold water calcimine, sold in five-pound packages and easily mixed with water and applied to kitchen and pantry walls.

Varnish stains, for renovating furniture and all wooden varnished surfaces other than floors.

Paint and varnish remover for taking off old varnish or paint from furniture, and thus preparing the surface to receive a new coat of either.

Furniture varnish.

Wax polish, in paste form, for hardwood floors.

Polishing oil for cleaning furniture and all varnished woodwork and for restoring the lustre.

All the foregoing articles are sold by the manufacturers in cans of various sizes to meet the immediate demands of the consumer, thus necessitating no waste of the material—an advantage that is of prime importance in the eyes of the thrifty mistress of the home.

In addition to the goods mentioned there are others that are frequently called for, especially by the daughter of the house, who has acquired a taste for decorative home work, such as stencilling, painting with "tube colors," burnt leather work, etc., all of which articles come well within the category of the well-

stocked paint department of the hardware store.

The influence of women folks on the paint department is not, however, confined solely to these personal demands. It is also felt in the purchase of paint for use on the house itself, the feminine taste being consulted in most cases when the home has to be repainted or decorated.

Her decision in the matter often governs the choice of materials; for if she prefers the interior finished, for instance, in calcimines or flat paint, instead of wall paper or oil paints, it is more than likely that this will be the particular finish used. Her selection is largely depended upon and, in most homes, the matter is left entirely to her, and wise is the hardware dealer who so secures her favor as to obtain her patronage, indirectly or directly, when the time comes for this painting of the house. —C. T. Mason in Iron Age-Hardware.

There may be plenty of happiness in sight, but distance does not lend enchantment to the view.

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Ask for Catalog

COUNTRY TRADE.

Wean It From the Mail Order Houses.

Written for the Tradesman.

What does the "farm trade" demand in the way of merchandise?

Just a glance at any of the big mail order catalogues will answer the question. The farmer needs and buys almost everything the city man does—from plows to paint, from books to furniture. The country home of to-day has progressed as well as the city home.

The farmer is a reader—he may not read the fancy fiction magazines, but he does read his farm papers and many of the city newspapers have a wide country circulation. You can go after the trade of the farmer safe in the conviction that he is intelligent and will appreciate any effort you may advance which is in his interest.

True, the farmer does not indulge in the luxuries, so-called, of city life; but his trade does demand a diversity of articles and it is a wise merchant who will supply all of these needs as far as lies in his power. It is not needful to carry a stock the size of the big city department store. It is unnecessary to try—indeed, impossible to attempt—to carry the sort of stocks offered by the mail order concerns; but a careful study of local needs will show you what is being demanded and sold in your own territory. A few samples of diversified lines, catalogues from manufacturer and jobber and a fair sized stock, well divided among the staples, will do much to supply those things which ordinarily the farmer is literally forced to send away for.

I know of many specific instances where residents in suburban and rural localities have made the remark, "Oh, there's no use in going to Jones for that. We will have to send to the city for it. He does not carry anything a person really wants."

This remark is full of meat and worth considering. It reveals, in large measure, the tremendous success of the mail order concerns who do supply everything.

In a little Northern Ohio town, where it is not so hard to get into Toledo, a dealer has built up an immense local trade on the slogan, backed by actual performance, "If I haven't it I'll get it for you quick." He carries a big line of catalogues of various concerns. While his store is essentially a hardware store, he has a small line of crockery, garden seeds, paints and general merchandise. He does not attempt any grocery business, but if there is anything a customer wants in hardware, garden tools or implements, as well as fencing, paints, etc., that dealer is posted on where to get goods, and by use of a long distance phone and an accommodating spirit he has turned the flow of business that went by his doors into his store. The profits on the goods he handles, without his stocking them, are well up with the results from his regular stock.

Take a line of trunks and suit cas-

es, for example. Perhaps you do not care to invest much money in such merchandise. Suppose you try buying a couple of samples of staple cases and use the catalogue for the remainder. The samples on hand will show the quality of the line and there is a nice little business developed which would otherwise be lost.

Some may say that this is a round about, time-losing method. But how about the mail order business? The man or woman who buys from a mail order catalogue has to pay the postage on letters, the freight and other charges, and has to wait as long, or even longer, for the goods to come than you could get them from your nearby jobbing house. You save the customer these charges, in

method of securing distribution of your publicity matter.

Take this matter up with your jobbers and see what they think of it. You will find them glad to cooperate with you in every way to help you get the trade that belongs to you.

Hugh King Harris.

Canal To Change Route of Commerce.

The opening of the Panama Canal will work vast changes in the routes of commerce and transfer to the Pacific Ocean much of the world importance that has hitherto attached to the Atlantic. More than half the population of our globe is in the countries that surround the vastest of the world's oceans. Japan has sud-

denly, in commerce and naval prowess, become a world power. China is in the throes of a tremendous revolution that will give that vast aggregation of industrial population modern development. India, with its 300,000,000 people, in the matter of modern development has been Europeanized by England, while Australia is inhabited by a progressive English-speaking population, while on the Pacific shores of the two Americas modern development and active and progressive population are crowding to the front.



Hugh King Harris

addition to showing, by samples, the exact quality to be expected.

When you make up your mind to go into this plan, do it right, display the sample lines in a conspicuous place in the store and keep the display attractive and clean.

Have some decent circulars printed explaining you have many items that you can save the customer money on and that it is unnecessary to take chances on mail order stuff.

Give the details of what you are doing and mention the lines you are acting as middleman for. You will be more than pleased with the results of such a plan.

Do not overlook the importance of letting the trade in your vicinity know what you are doing. The best plan for a rural community is the mailing list—papers are usually unavailable—and the mail is your one best

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Ask for special co-operative selling plan. Big Profits

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We can give you some valuable pointers and save you money on your outfit. Get our estimate before placing order.

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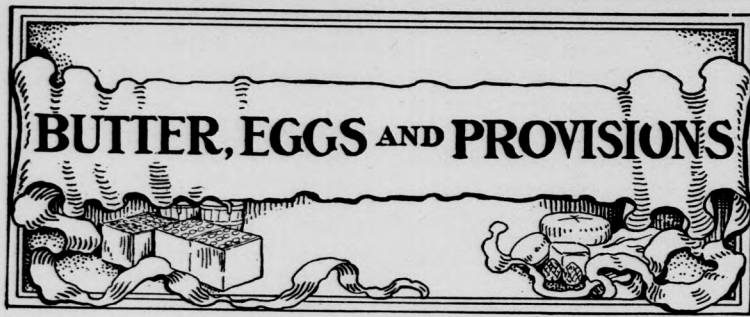
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Send today for catalog desired and post up.

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Home of The Sunbeam Goods

GRAND RAPIDS, MICH.



Advantages Egg Shippers Should Enjoy.

Mason, May 14—The time is now drawing near for our really convention of the Michigan Poultry, Butter and Egg Car-Load Shippers' Association to be held at the Hotel Griswold, Detroit, May 22, and it would seem desirous that every member realize the importance of it and the problems to be discussed and acted upon. For this reason we earnestly hope we will receive your attention and valuable support.

The meeting held in Detroit on March 12 was a most successful one, and you have, no doubt, learned that the Association took a firm stand regarding the buying of eggs on a quality or loss off basis. Several other important resolutions were also drafted and adopted, which clearly indicate that the produce men of this State are beginning to realize that some definite action must be taken toward improving the quality of our products, or the Michigan egg will not be classed with that of sister states where handlers have already started this much needed reform.

You may ask why it is necessary to attend the meeting and if you will read the suggestive lines of work given below we believe no further argument will be necessary.

Some Things We Should Do.

1. By uniting all interests and working through an active Executive Committee, secure influence and recognition that could not be secured as individuals.

2. To adopt improved and uniform methods for the grading, buying, handling and packing of eggs, and to maintain a higher standard of quality, and to create a better demand from the consumer for the egg, the most important product of the Michigan farm. This can be done through the co-operation with the Dairy and Food Department, the Agricultural College, farmers' institutes, the grange and the public press to bring about a higher quality for the Michigan egg.

3. By co-operating with the carriers and with each other to eliminate causes for complaint and secure the best available freight and express rates, and to expediate the adjustment in the payment of all proper claims.

4. To collect information for a Legislative Committee that will be competent to give reliable information to the Legislature or to Congress whenever any such shall come up or be brought up in the way of

legislation that is of interest to the members.

The above are a few of the many things we can take up and it behooves each member to put his shoulder to the wheel and help along the movement that has already been started. Come yourself and bring everybody interested in the better egg. Jerome E. Waggoner, Sec'y.

Pack Eggs Small End Down and Oslerize Roosters.

Philadelphia, May 13—I noticed some time ago how Loomis, the Iowa egg shipper, loads his eggs to prevent damage. His plan, no doubt, is very satisfactory, but we tried the experiment last year of tacking wool sacks against the ice bunker in the car and filling in the same with excelsior, and then we loaded the cases right against the sacks, and every car has arrived in good shape.

We take off the wool sacks and return them to our packing points. We advocate 200 to 240 cases only to a car, believing there is too much weight on the lower tier of eggs in a car that is loaded with 400 or more.

Another experiment we tried is to place all eggs in the pockets with the small end down, and for storage-packed especially should this be done. After keeping some eggs for this experiment for fourteen months, from April 21 to June 21 the following year, we are convinced that eggs will carry better and not show so many rollers and spotters, because the yolk rests up against the air chamber instead of a hard surface.

The eggs we tried the experiment with were sold in June for current receipts as warm weather eggs, and some we gave away to critical consumers, who enjoyed them as fresh eggs. The eggs were kept in the Linfield cold storage plant, where there are no pipes in the egg rooms and a continual free circulation of cold air at 29½ degrees.

We also find from actual experiments that the unfertile eggs will keep best and longer, as there is no life in an unfertile egg, which can not be said of eggs that are fertile. If the farmers would all get rid of their roosters immediately after the hatching season, we would have a much better egg during the warm weather production. It is the fertility of the egg that causes it to go bad, where the unfertile egg will not spoil as quickly, and, in fact, it does not rot, but in time would simply dry up.

Jacob F. Miller.

He who laughs best does not have the laugh on him.

Hart Brand Canned Goods

Packed by

W. R. Roach & Co., Hart, Mich.

Michigan People Want Michigan Products

WM. D. BATT

Dealer in

HIDES, FURS, TALLOW AND WOOL

22-124 Louis St. Grand Rapids, Mich.

WANTED

Butter, Eggs, Veal and Poultry
STROUP & WIERSUM

Successors to F. E. Stroup, Grand Rapids, Mich

B ROOMS J. VAN DUREN & CO.

Manufacturers of

High and Medium Grade Brooms

Mill Brooms a Specialty

653-661 N. Front St. Grand Rapids, Mich.

SEEDS

WE CARRY A FULL LINE.
Can fill all orders PROMPTLY
and SATISFACTORILY.

Grass, Clover, Agricultural and Garden Seeds

BROWN SEED CO., GRAND RAPIDS, MICH.

Can fill your orders for all kinds of

Field Seeds

We wish to buy your

Eggs, Beans, Clover Seed

Send us sample. Write or telephone.

Mosley Bros.

Both
Phones
1217

Grand Rapids, Mich.

Spring Wheat---Flour and Feeds

Mixed Cars a Specialty

Reasonable Prices and Prompt Service

Michigan Agent for SUCRENE Feeds

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

The Vinkemulder Company

JOBBERS AND SHIPPERS OF EVERYTHING IN

FRUITS AND PRODUCE

Grand Rapids, Mich.

EGG CASES and FILLERS

Lowest
Prices

Egg Case Nails, Excelsior, Extra Flats, White Cottonwood or Redwood, Knock Down or Set Up
Complete with Fillers.

Quick and Satisfactory Shipments

DECATUR SUPPLY CO.

Decatur, Indiana

Geo. Wager, Toledo, Ohio

Wholesale distributors of potatoes and other farm products in car loads only. We act as agents for the shipper.

Write for information.

Egg Packers Attention

Can furnish you with Whitewood, Sawed, Cold Storage or Gum Veneer Shipping Egg Cases; medium Strawboard Egg Case Fillers. Also Nails, Excelsior, Division Boards and extra parts for Egg Cases on short notice.

Write for prices.

L. J. SMITH

::

Eaton Rapids, Mich.

No Better Wheat Grown Anywhere.

Marquette May 13 — That the wheat grown in Upper Michigan is equal to any produced in the United States and is of the same standard as that raised in Hungary, which ranks first in the world for strength and flavor, is the assertion of William Froehlingsdorf, of this city, who has built a number of mills in the Upper Peninsula, is an experienced miller and has had experience in Europe, as well as in the mills of the Dakotas, Minnesota and Wisconsin.

Mr. Froehlingsdorf cites the case of a farmer near Ishpeming who planted several acres with wheat last year as an experiment and harvested forty bushels to the acre. The wheat weighed sixty-two pounds to the bushel. This is considered remarkable, as No. 1 wheat weighs only sixty pounds to the bushel. The test of the wheat showed that it possessed better flavor, greater strength and a higher percentage of gluten than other wheat.

This condition, says Mr. Froehlingsdorf, is partly due to the fact that the peninsula is virgin ground. A crop of forty bushels to the acre was the top mark of the golden days of wheat raising in the Dakotas, whereas now the crop goes only sixteen bushels to the acre. But at that, Mr. Froehlingsdorf says the Upper Peninsula can do better. The farms here have not yet been made level; the grain fields go up and down hills, around stumps and stones, and no effort has been made to ascertain what the soil really can do.

When Mr. Froehlingsdorf came to Marquette, sixteen years ago, all the wheat grown in the peninsula could have been ground by one mill in a few days—but there was no mill. Now there are eight mills, five of which have been built by Mr. Froehlingsdorf, and he says that all that is necessary to make the peninsula a wheat country is to build more mills.

Mr. Froehlingsdorf has just returned from Herman, where he erected a mill for the Farmers' Co-operative Milling Co. The plant will grind wheat, rye, barley, buckwheat and chop feed. It has a capacity of 100 bushels a day. A four months' run next winter is anticipated. The mill Mr. Froehlingsdorf built a year ago for the Paynesville Farmers' Association was so busy the past winter that it has asked for a double set of rolls so as to increase the capacity.

"Five years ago I built the flour mill for the Finnish Farmers' Milling Co., at Hancock," said Mr. Froehlingsdorf. "At that time I felt sorry for the stockholders, and believed that their investment of \$10,000 would prove a total loss, as the country appeared barren, cold and unproductive. But the wheat sprang up as if by magic and the mill was kept busy. It is now the best mill in the Upper Peninsula, has a capacity of 200 bushels a day and has proved itself a paying proposition. The Copper Country people are proud of their mill, and they have good reason to be."

If reasonable rates for the transportation of the grain can be obtain-

ed from the railroads, it is probable that a flour mill will be built in Marquette. The mills in the Upper Peninsula are at Gladstone, Sault Ste. Marie, Pickford, Hancock, Herman, Nissula, Painesville and Republic. They have a total capacity of 1,000 bushels of wheat a day.

Uncle Sam's Cook Book on Cheese.

Secretary Wilson has just added another bulletin to the list of nutrition publications, or so-called "cook books" issued by the department and widely distributed. The latest one is on "Cheese and Its Economical Uses in the Diet" (Farmers' Bulletin No. 487). Since cheese is one of the important agricultural products of the United States and a food stuff used in larger or smaller quantities in nearly every American home, Secretary Wilson caused a study to be made and has published the results of the relative nutritive value of cheese and the ways in which it may be prepared for the table. Although cheese is so greatly liked, there has been a widespread belief that it is not easily digested and that it is the cause of physiological disturbances.

Neither of these popular beliefs is substantiated by the results of the extended series of digestion experiments undertaken and just completed by the department. Indeed, cheese was found to be very thoroughly digested and as easy of digestion as a comparable amount of meat. Supplementing the experiments as to the nutritive value of cheese, many tests have been made in preparing cheese for the table, the purpose being to suggest dishes and combinations of such character that cheese might replace other nitrogenous material and fat when desirable.

The bulletin discusses cheesemaking, enumerates the more common kinds of cheese used in American homes, gives a few sample bills of fare in which cheese is substituted for meat, tells how to make home-made cheeses, and gives forty-one receipts for cheese dishes and cheese sauces, which are certain to prove very attractive to American housewives.

Meat is a wholesome staple food which we all like, yet most housekeepers at one time or another are interested to know about foods which will take the place of meat. Cheese naturally suggests itself for such uses since it resembles meat in food value and is a savory food. Experiment and experience have shown that it can be thus used and that the daily fare may meet all demands as regards the nourishment it supplies and at the same time be economical. This matter is taken up in the bulletin and suggestions made which should help the housewife in planning her meals.

The bulletin may be obtained upon application to the Secretary of Agriculture.

The man who is contented only with something soft to do, big pay and just a few hours' work is quite likely to be ever discontented. It is the patient plodders that are happiest, after all.

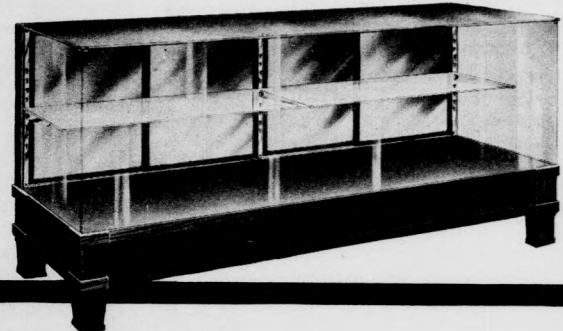
Called a Trust.

Newspaper reports are to the effect that, at the suggestion of an Indianapolis firm dealing locally in poultry and eggs, the Attorney General of that state has undertaken an enquiry into the question of whether the Indiana and Ohio Association of Poultry and Game Dealers is an organization in violation of the anti-trust laws of that state. In the allegation it is charged that members of the Association who gather eggs, poultry and game in Indiana to be shipped to other markets learn when a buyer is working in a territory and immediately send a representative to work alongside of him, said representative paying more for produce than the buyer for the local market until the first mentioned "offender" is forced to quit, when the prices are reduced.

G. J. Johnson Cigar Co.

S. C. W. El Portana
Evening Press Exemplar
These Be Our Leaders

TRACE Your Delayed Freight Easily and Quickly. We can tell you how. **BARLOW BROS.,** Grand Rapids, Mich.



"AMERICAN BEAUTY" Display Case No. 412—one of more than one hundred models of Show Case, Shelving and Display Fixtures designed by the Grand Rapids Show Case Company for displaying all kinds of goods, and adopted by the most progressive stores of America.

GRAND RAPIDS SHOW CASE CO., Grand Rapids, Michigan
The Largest Show Case and Store Equipment Plant in the World
Show Rooms and Factories: New York Grand Rapids Chicago Portland

WORDEN GROCER COMPANY

The Prompt Shippers

Grand Rapids, Mich.

All Kinds of
Feeds in Carlots
Mixed Cars a Specialty
Wykes & Co., Grand Rapids Mich.
State Agents Hammond Dairy Feed

Rea & Witzig

PRODUCE COMMISSION MERCHANTS

104-106 West Market St.
Buffalo, N. Y.

Established 1873

Liberal shipments of Live Poultry wanted, and good prices are being obtained. Fresh eggs in active demand and will be wanted in liberal quantities from now on.

Dairy and Creamery Butter of all grades in demand. We solicit your consignments, and promise prompt returns.

Send for our weekly price current or wire for special quotations.

Refer you to Marine National Bank of Buffalo, all Commercial Agencies and to hundreds of shippers everywhere.



Increase Strength of Your Business By Merits.

Written for the Tradesman.

"Each merit adds strength." This is a wise saying.

The merchant who is just starting wants to build up a strong business, while he who already has been in business for many years wants to go on from strength to greater strength. The appeal to the public for patronage should be made not on one ground alone but on many grounds.

It is hardly possible in these days for a dealer to make so much as a bare living without merit; flatly impossible to achieve anything that can be called success or to make any satisfactory amount of money without a goodly number of points of real excellence.

Time was when this was different. Fifty or sixty years ago there were merchants who were making money, not because their business methods were good, but because they were so situated that they could not well help but make money; their yearly balance sheets showed large profits in spite of their bad methods.

Take the case of the man who bought a stock of goods and set up a store at some country crossroads. The settlers living in the vicinity practically were compelled to deal with him, for his was the only store for many miles around, and ox teams and slow-gaited horses were their only means of travel. Trolley cars that now make it possible for the farmer's wife to go in to the city on weekly or semi-monthly shopping trips were then undreamed of. The days of the pioneer merchant were undisturbed by mail order house competition.

So the country storekeeper of those early days made money from the sheer force of circumstances. By large profits he could more than offset the losses of a vicious credit system. Probably his store was dirty, possibly his own manner was gruff, very likely his clerks were careless and inattentive. But his customers endured such shortcomings, with or without complaints, because they had to have his goods.

Even in the cities and towns the word competition had not taken on its fierce present-day meanings. The old time merchants made a great deal of easy money. Their successors in the mercantile field do not have the same opportunity for winning without any special merit; hence the necessity for cultivating business-guilding merits.

This can not be done all in a minute. The proprietor of a store may decide that too many mistakes are being made, and may call together his employes and give a talk somewhat like this:

"Now ladies and gentlemen, I regret to say that too many errors are being reported right along. Goods are carelessly measured, mistakes occur in making out bills and in giving change, and parcels are wrongly delivered. A blunder either way is a bad thing. One against us we are quite likely never to know about, and so we lose 'by' it. One in our favor is just as bad, or worse, for it prejudices customers against us and our business methods. A wrong delivery often will 'queer' a good customer, besides causing us the bother and annoyance of straightening the thing out.

"Now I want all of you from this on to brace up and try to do better. We can just as well cut out nine-tenths of all these blunders."

All the benefit from a jacking up of this kind will be over within a few days' time unless the proprietor is prepared to work out and put in practice suitable checking-up methods, and to exert the steady, even, constant pressure and discipline that will bring about a lasting improvement.

It is the same with other merits. Effort must be well directed and continuous in order to bring results.

Uniformly courteous treatment of customers is a merit that adds great strength to a business.

A reputation for reliability and fair dealing is another.

Giving exceptionally good value for the money is a rarely good merit. A reputation for being high-priced is a most damaging demerit.

A clean, up-to-date, well-selected, frequently turned stock is a merit.

Good taste, manifested in the choice of goods that have style and beauty, is a merit whose value hardly can be over-estimated. Well-arranged and effective displays are of course needed to show such goods and all goods to advantage.

Keeping up the stock as to all the little staple things that are apt to be called for at any time is a merit that tends to hold customers. The lady who has to go elsewhere to buy the muslin she was expecting to get at your store is likely to buy other things besides the muslin, and may be so highly pleased with the stock and service at the other place as to transfer her allegiance.

Who shall tell what a mighty merit good advertising is? A blare of

trumpets with failure to deliver the goods is not what is wanted, but, instead, the well-devised publicity scheme that will keep the business prominently in the public eye, together with the straightforward talk that will bring the customer to the goods.

The merits mentioned, although most essential ones, are of course only the commonplaces of good storekeeping. Strive to have other merits—features of excellence distinctively your own, in which your store will surpass every other in your town or city.

Give to your business a certain individuality. Let it be "something different." Only there is a wide difference between the pleasing individuality that naturally wins approval and commendation and the freakishness that runs to fads and absurdities and in a short time provokes only ridicule and disgust. Fabrix.

In the District Court of the United States, Western District of Michigan, Southern Division, in Bankruptcy.

In the matter of the Lithuanian Co-operative Store Company, bankrupt, notice is hereby given that, in accordance with the order of this court, I shall sell at public auction, to the highest bidder, on Thursday, May 23, at 10 o'clock a. m., at the store formerly occupied by the bankrupt, at No. 42 (old) West Leonard street, Grand Rapids, Mich., the assets of said bankrupt. Said assets are inventoried, at cost price, as follows: Men's hats and caps, \$182.12; men's furnishings, \$674.94; ladies' notions and silverware, \$328.73; ribbons and notions, \$166.96; ladies' underwear and piece goods, \$848.68; men's and ladies' shoes, rubbers and findings, \$837.13; furniture and fixtures (present value), \$245.75; total, \$3,284.31. An itemized inventory may be seen at the office of the undersigned trustee, 307-8 Fourth National Bank building, Grand Rapids, Mich.

Said sale will be for cash, subject to the approval of this court; and no-

tice is hereby given that if an adequate bid is obtained, said sale will be approved within five days thereafter, unless cause to the contrary be shown. Chas. V. Hilding, Trustee.

Ben M. Corwin, Att'y for Trustee,
Grand Rapids, Mich.

If you want to elevate your neighbors, get on a higher plane yourself. Leaders can not push; they pull.

The lover presses his suit, and so for that matter does the tailor.

We are manufacturers of

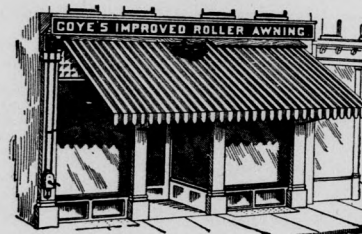
Trimmed and Untrimmed Hats

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.
Corner Commerce Ave. and Island St.
Grand Rapids, Mich.

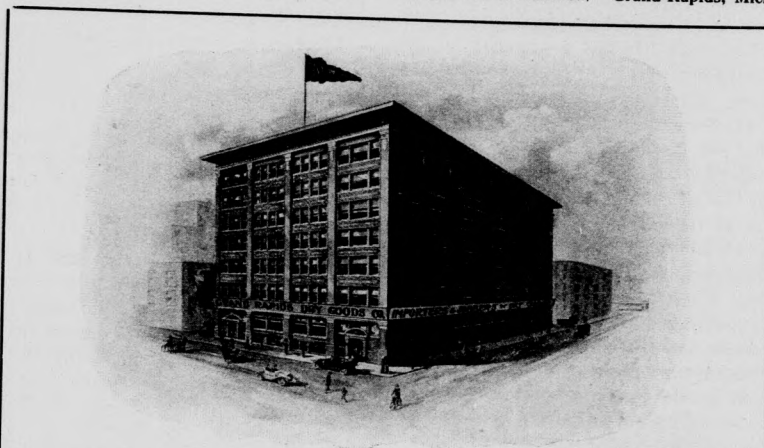
THE
IDEAL CLOTHING CO.
TWO
FACTORIES.
GRAND RAPIDS, MICH.

AWNINGS



Our specialty is **AWNINGS FOR STORES AND RESIDENCES**. We make common pull-up, chain and cog-gear roller awnings. Tents, Horse, Wagon, Machine and Stack Covers. Catalogue on application.

CHAS. A. COYE, INC.
Campau Ave. and Louis St., Grand Rapids, Mich.



Our new location will be at the corner of Commerce and Island streets. We expect to move soon.

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

Grand Rapids, Mich.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

The Original Gas Engine Co., of Lansing, has purchased a site and will build a new factory, trebling its present capacity and employing from 100 to 200 additional men.

Next to a pure water supply Saginaw's greatest need is a new first-class hotel, according to the News of that city.

The Michigan Packing Co. will begin operations at Saginaw June 1, employing fifty hands. The company has contracted for 200 acres of tomatoes and will can other vegetables in season.

The Flint Board of Commerce has close to 600 members and the campaign is still in progress. Secretary Galbraith expects a membership of 700 before June 1.

The State contest of the Michigan High School Oratorical Association will be held at Jackson May 17.

Booklets descriptive of the advantages of Lansing as an industrial center and city of homes have been issued by the Chamber of Commerce of that city.

The union of the twin cities of Benton Harbor and St. Joe is again being talked of and the chief difficulty seems to lie in the selection of a name.

Muskegon now has a building and loan association, with \$100,000 capital.

The Hillsdale Business Men's Association has raised its annual dues from \$1 to \$10 and nine-tenths of this money will go into a reserve fund for use in attracting new industries. New officers for 1912 are as follows: President, Wm. O'Meara; Vice-President, Geo. N. Smith; Secretary-Treasurer, Geo. W. Lyons.

Dowagiac is preparing for a homecoming celebration, to be held August 28-31.

Chief Russell, of the Kalamazoo fire department, is saving the city a tidy sum of money each year through systematic management and business acumen in the purchase of supplies. He insists on buying all supplies in wholesale lots and all building and repair work is done by members of the department, some of whom are electricians, machinists, blacksmiths, carpenters, masons, concrete workers, etc.

Battle Creek is to have a novel event this year in the shape of rain-making tests, to be conducted by committees representing the Real Estate Exchange, the Fruit Growers' Association and the Board of Trade or Industrial Association. C. W. Post is the man behind the gun and will furnish the dynamite.

The Holland City Council by vote of seven to three decided to try out the nine-hour working day plan for all city employes.

Receiver Irwin, of the Albion National Bank, announces that the first dividend to stockholders will be 20 per cent., or a distribution of over \$80,000.

The plant of the Cook Manufacturing Co., at Albion, will be sold to

the highest bidder May 18 by the referee in bankruptcy.

Battle Creek attorneys have been assured a general law library. Provision will be made for the library in the addition to the Post building now under construction, and the books of A. S. Williams will be used as a beginning.

The cost of living keeps increasing and in many places the expense of dying is keeping pace. Hackmen at Pontiac have raised the price of carriages for funerals from \$3.50 to \$4.

Pt. Huron will entertain the sixty-fourth annual encampment of Odd Fellows of the State May 20-22.

The American Press Humorists' Association will visit Battle Creek Sept. 4 as guests of C. W. Post, making the side trip from Detroit, where the annual convention is held.

The Kalamazoo Fibre Package Co., with \$25,000 capital, has been formed in Kalamazoo for the manufacture of a patent folding berry box.

The Saginaw Sash and Door Co. is building a new factory in Saginaw. The building will be 100x160 feet, two stories.

Farmers of Saginaw county are being asked to assist in financing the Eastern Michigan Fair, to be held in Saginaw this fall.

The opening of Pine street through to the lake is the most important measure passed by the City Council of Holland in years. A municipal boat dock will now be built, something that the city has needed for a long time, and the long chain of Black Lake resorts will be brought into closer touch with Holland.

The annual report of the police department of Jackson shows that 1,425 arrests were made during the year and local papers call the record "low for a city of this size." The number of arrests made in Muskegon for the same period was 694, or less than half, while the difference in population is only 7,000. In making this comparison, however, it is only just to Jackson to say that in Muskegon many offenders get away because of the lack of a police signal system.

Bay City grocers and butchers have voted to shut up shop Thursday afternoons during June, July and August.

The Newaygo Improvement Association is starting off with a membership of 100. The officers are: President, W. J. Bell; Vice-President, E. O. Shaw; Secretary, F. L. Stilwell; Treasurer, E. M. Young.

Every mill in Menominee and Marinette is in operation and many of the larger plants are running double shifts.

Benton Harbor is seeking fame as a health resort and bath house town, claiming to have mineral water equal to any in the country, including that of Mt. Clemens. The Development Company, of that city, is considering the plan of setting aside \$5,000 for use in advertising the baths in Benton Harbor.

Leroy held a special election and voted on granting a franchise for lighting the village with electricity. The polling place was not crowded,

for only thirty-two votes were cast, and only one voter opposed the franchise.

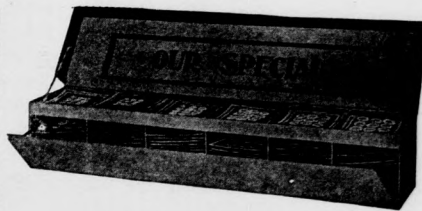
The somewhat aged project of a city market is being revived at Manistee by Mayor Hall and in discussing the subject the Manistee News says: "The results would be cheaper prices to the consumer and better prices to the farmer. The middleman in this case, the Manistee groceryman, would gain by being left out of the transactions. For the most part, the groceryman takes a heavy chance on losing when he lays in large supplies of fruit and garden produce. Where the groceryman gains, as well

as the rest of the merchants in the town, is in the additional country trade. Special bargains aimed to draw in the farmers would have more effect if the farmers had some reason to come to town other than to spend money. Almond Griffen.

Even a fool occasionally gives good advice. On account of his reputation as a fool, his advice is ignored. Along comes a wise man—that is, one who knows a good thing whenever he sees it or hears it, no matter whence its source; he immediately recognizes the advice as good; he acts upon it, and he profits thereby.

Pearl Buttons

are good selling items at this season, and when displayed in attractive cabinets, sell themselves. We are showing an immense line in plain, fancy and colored, from the cheapest fresh water to the finest ocean pearl.



MAIL YOUR ORDERS NOW

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

Bachelors' Friends
TRADE MARK
HOSIERY

Registered U. S. Patent Office and Canada.

Greater Value Cannot Be Put Into a Stocking

We could easily cheapen Bachelors' Friend Hosiery. We could use, in the heel, yarn that costs half as much. We could stint on the use of the fine material that goes for reinforcement.

But we make these hose—to give you maximum comfort—as good as they can be made. Combed Sea Island Cotton only is used.

Heels are reinforced up the leg far enough to protect friction points. Foot in front of the heel is double strength. The top is the genuine French welt—the best welt ever put on a seamless stocking. Two-thread looping machines make the toe doubly strong. You will find this a far better wearing, more comfortable stocking than the ordinary kind. It will save you money and trouble. Six months' guarantee.

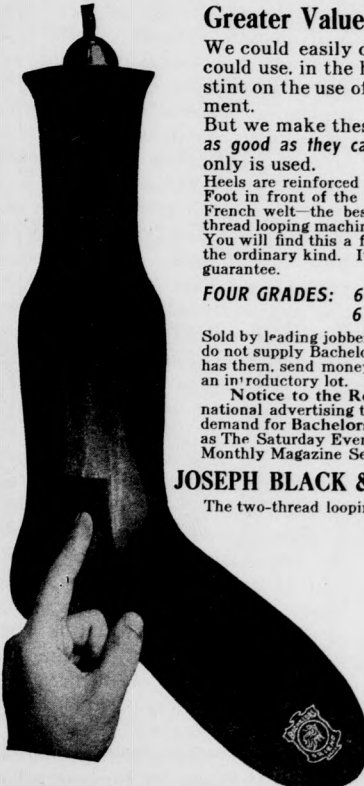
FOUR GRADES: 6 Pairs, \$1.50; 6 Pairs, \$2.00; 6 Pairs, \$2.50; 6 Pairs, Gauze Weight, \$2.00.

Sold by leading jobbers and retailers throughout the United States. We do not supply Bachelors' Friend direct. But if no dealer in your town has them, send money order covering the amount and we will send you an introductory lot.

Notice to the Retailers:—The manufacturers are doing extensive national advertising to the consumer, which will undoubtedly create a demand for Bachelors' Friend Hosiery, in such well known periodicals as The Saturday Evening Post, The Associated Sunday Magazines, The Monthly Magazine Section, etc.

JOSEPH BLACK & SONS CO., Manufacturers, York, Pa.

The two-thread looping machines give double strength at this point.



No need of this since he wears Bachelors' Friend.



EDSON, MOORE & CO., Detroit, Mich., Wholesale Distributors

KEY-NOTE OF THE HOUR.

Value of Publicity in the Grocery Business.*

It is especially gratifying to me to see such a fine convention. We have had many good conventions; and this is certainly one of the best we have ever had.

In accordance with our custom, your Committee on Publicity begs leave, Mr. President, to offer a report, together with some observations:

Publicity continues to be one of the key-notes of the hour, and this is well for the whole country. It stimulates into active life organisms that thrive in the sunshine, and withers and blasts those that are noxious and unwholesome. It is the life of legitimate enterprise. We all welcome it, not only for ourselves but for our competitors. Many of us in the past have been too busy in the creation of our own businesses to enlighten the public with a recital of our wholesome practices and successful methods. We have seen the new light and are constantly becoming more willing to be helpful to our neighbors and competitors and to assist them along the highway of prosperity. However, we should be careful to steer clear of one possible danger to the individual in the growth of this sentiment. The line of publicity must be pursued rationally. We must not get so in the habit of regaling the public with our achievements that we become absorbed in the fascinating occupation of appearing before the public, to the neglect of our individual business, which is, after all, the real basis not only of our own happiness but of the economic prosperity of the country.

It is a pleasure to your Publicity Committee again to be able to say that the National Wholesale Grocers' Association having nothing to conceal, stands for the utmost publicity. We have provided accommodations for the newspaper representatives during the period of the convention. Our doors are always open to the public, and we hope that they will favor us with their presence; and I am sure that if they will do so they will go home with a high opinion of our work, our accomplishments and our ideals.

It is, of course, true that some suspicious people have in the past entertained the idea that the National Wholesale Grocers' Association has been and is a price maintenance organization. Happily this mistaken notion has largely disappeared. Publicity has killed it. We are now-a-days receiving commendation from well-informed people for the services that we have rendered and are rendering, and I may even go so far as to suggest that these services are coming to be recognized as quite indispensable. In all channels of trade wise men—good citizens—are recognizing the fact that individual effort will not accomplish for the general

*Report presented by William Judson, Chairman Committee on Publicity of the National Wholesale Grocers' Association, at annual convention at Indianapolis.

welfare the same results that rational, wholesome organization can and will accomplish. The value, both mental and material, of an interchange of thought and a comparison of methods such as is possible when men of like occupation assemble and counsel together is impossible to exaggerate. Naturally conference in confidence brings out the best that is in each. A convention is a clearing house of information, and a higher standard of methods and of living conditions should result.

The wholesale grocer is one of the great economic factors of the community. There are now upwards of 2,500 of him in the United States. His number is increasing as the centers of population increase. The reason is that he is becoming more and more an economic necessity. He is the provision banker of the community. He is not a middleman in any true sense of the word. The retail grocer, of course, deals directly with the consumer. To supply the consumer under modern conditions the retailer must constantly carry in stock several thousand different articles. If he bought them directly from the many manufacturers he would be obliged to communicate with a thousand different manufacturers and producers located the world over. If he could not supply himself quickly from the wholesaler and in quantities to suit, he must anticipate his needs months and even years ahead. This would require a large capital and heavy carrying charges. His prices to the consumer must of necessity be largely increased to make living profits on his capital, with his comparatively small volume of retail business. The wholesaler takes this burden off the shoulders of the retailers. By a large volume of business he makes up (if he is successful) for an extremely small margin of profit. There is accordingly a necessity for food supply warehouses in every center of population, that the retail grocer may conveniently obtain his large variety of fresh products in small quantities and on short notice. There is on the most modest table food not only from all parts of this country but from far-off lands. The wholesale grocer need have no fear of agitation against "middle men." We court the fullest publicity as to our methods and our usefulness to the community. As long as we remain an economic necessity we have nothing to fear.

I believe that there is no system which can be devised which will take the place of the wholesale grocer as a provision banker and conduct the necessary business of distribution at anywhere near its present slight cost, or with any approach to the present dispatch. If the wholesale grocer were to be eliminated, each manufacturer would require a warehouse in every section of the country in order to supply the retailers with reasonable promptness. He would require a corps of trained traveling salesmen to market his goods. The duplication and redupli-

cation of expenses under such a system would be too tremendous to contemplate. Then, too, the manufacturer, before a delivery of food products could be safely made to the retailer would have to investigate the financial standing of each retailer. Even if this investigation were favorable, the retailer would be required, of necessity, to buy in large quantities in order to receive the lowest transportation rate. Each individual retailer would require a capital many times that at present needed. The number of competing retailers would, of necessity, be cut down to a very small fraction of their present number, caused by their lack of necessary capital. Under the present system the wholesale grocer carries the stocks for a large number of retailers. He furnishes all of the machinery necessary for the prompt and economical distribution of thousands of food articles, at an extremely slight margin of profit. The wholesale grocers are all in competition, one with another. They have trained buyers who know the value of raw food products and are therefore in a position to buy and sell at the cheapest price. The consuming public requires a large number of retail food stores conveniently situated. These retail stores require wholesale houses in every center of population. The wholesale grocer is doing a great work for the community and is doing it efficiently and cheaply. We, as an association, are striving at all times to better conditions. If there is any possible way of improving practices and methods of food distribution it is the duty, as well as the purpose, of this convention to sug-

gest and make effective any line of operations that will more cheaply and efficiently serve the consumer.

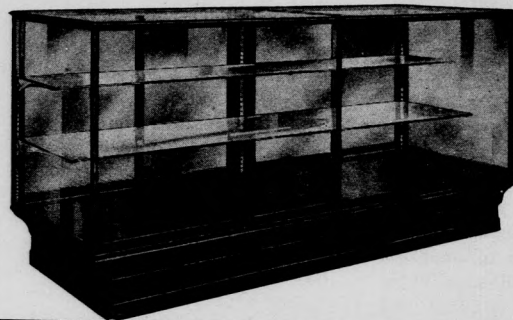
Publicity itself has turned the tide of public opinion from destruction to construction. The enforcement of the Sherman law has called attention to another side of the problem. The man who seeks to tear down has given place to the man who seeks to build up. I believe that the members of this Association are, to a man, in favor of constructive work. We believe that the potentialities for good are vastly in excess of those for bad in the make-up of our greatest of trade associations. We have set our hearts and our minds to the task of serving the public welfare more truly than it has ever been done before. Our members are among the most influential men in their respective communities, and I believe it is well for them



Tanglefoot

The Original Fly Paper

Has one-third more sticky compound than any other; hence is best and cheapest.



Less in Price
Superior
in Quality

Write for Catalog

Fisher Show Case Co.
886-888 Wealthy Ave.
Grand Rapids, Michigan

Making Money for the Ice Man!

THIS is what you are doing right along if you are using ice for refrigeration—and what do you get for it in the end? Did you ever stop to think about it? The wise marketmen now days are not making money for the ice men, but installing

Brecht's
Twin
Compressor



Brecht's Enclosed
Brine Circulating System

of Artificial Refrigeration—the practical, simple and economical method. Run it just a few hours and you will have a lower temperature, than if ice were used, for the balance of the day.

What you save in ice bills will soon pay for the system. Write today, hot weather will soon be here.

Dept. "K"
THE BRECHT COMPANY
ESTABLISHED 1853

Main Offices and Factories:
1201-1215 CASS AVE., ST. LOUIS, U. S. A.
New York, Denver, San Francisco, Cal., Hamburg, Buenos Aires

never to forget that they are a considerable factor in the political organization of our great country. I am sure that you believe with me that our Government owes it to the country to make its legislative enactments constructive for good as well as destructive of evil. For example, the Government's activities under the Sherman law in attacking and disintegrating business combinations falling within the condemnation of that statute, necessarily must punish the innocent with the guilty. To meet this condition our great Secretary of Commerce and Labor has suggested a remedy that deserves the careful consideration of every business interest and association. In his address to the delegates convened in Washington on April 22, last, for the organization of a national commercial body, in which this Association was represented, Secretary Nagel said that the Sherman act needed a complement in the form of a constructive statute which should provide an administrative body through which persons or corporations desiring to engage in commerce might learn the terms and conditions upon which they might lawfully enter their various pursuits. The aim of the Sherman act is, of course, to restrain and destroy. The proposed supplementary act should provide for the establishment of some board or commission before which persons desiring to engage in interstate or foreign commerce might appear, show their objects and purposes and be advised definitely by some authorized representatives of the executive Government what conditions they must observe in order to engage in such business within the law. Combinations of capital are a necessary and a permanent part of our commercial civilization. Under the existing law it is quite impossible for any corporation, organization or association to know where the line between legal and illegal commercial activities is drawn to-day, or where it may be drawn tomorrow. Doubt and uncertainty of this kind can have no other result than to retard American commerce in competition with that of other countries and bring waste and failure at home. It is for the members of this great organization to do everything in their power to help forward the enactment of such constructive legislation as is suggested.

Your Committee has already in this report suggested the possible danger to the individual in a too great seeking for personal publicity. There is another feature of the modern cultivation of publicity which is of far greater danger to the public as a whole. With certain newspapers and periodicals the cult of publicity has long since degenerated into license. True publicity is predicated upon truth and not upon falsehood. It would seem that the aim of one section of the press is to produce sensation at the expense of the reputation and fair name of its victims. Any person in a position of trust or responsibility is considered fair game for its shafts. Still another section apparently publishes false-

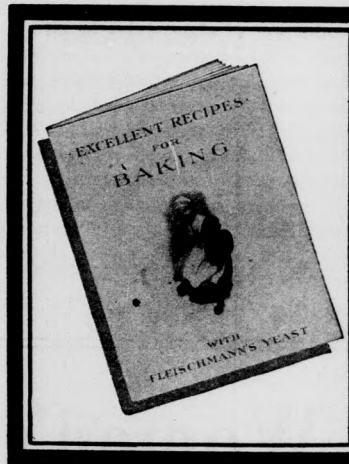
hood in the morning that it may deny it in the evening. The lust for sensational matter of both of these sections is so compelling, their eagerness to forestall a rival is so tremendous that they rush sensations into print even without the slightest basis of fact, except the light word of the rumor-monger. Has not the time come in our national development that the people should demand, as a right, truth telling? The laws of the United States and of our various states wisely protect the American stomach by excluding from sale adulterated or misbranded articles that may be offered as foods. The public demands that the food furnished in its homes shall be pure, and yet is there not equally as great a necessity that the mental food which is put before our families and ourselves shall be pure and wholesome? This Association has done a splendid work in aiding the passage and enforcement of pure food laws the country over. Why should we patronize or even tolerate in our homes any publication that does not deserve and bear a reputation for entire truthfulness? The publication which panders to sensationalism at the price of truth should have our severest condemnation. Here, again, let me emphasize the importance of constructive endeavor. If we read only such newspapers and periodicals as are clean, and send our advertising business to them alone—and fortunately there are many of that type—the others who sacrifice truth to sensationalism can not long prosper. Let us welcome publicity when it is based upon truth; let us help to stamp out the scandal-monger. One of the great basic rocks of our American liberties is the constitutional guaranty of freedom of speech and of the press;

but it is well for us occasionally to consider that there is an older and a more venerable law with even greater sanction, which is found in the ninth commandment, "Neither shalt thou bear false witness against thy neighbor." Publicity is a tremendous agent for good; but its greatest enemy is false publicity, which is naught but gross slander designed to enflame the public mind for its effect on circulation. We can be of great assistance in helping to suppress mendacious and irresponsible attacks. Surely there is no better way to contribute to this end than highly to esteem and to patronize that growing section of the press and of our periodical publications that are earnest and scrupulous to glean the truth from the false, that never sacrifice facts to prejudice, enmity or graft. Let us uphold the hands of the publications that stand uprightly against temptation, let us freely support those that give us our mental food

truthfully branded and free from poison.

In conclusion, your Committee wishes to express its deep conviction that neither the National Wholesale Grocers' Association nor any similar organization can long survive unless its deepest motive be the public welfare. It is quite as important that a commercial organization should have civic pride and patriotism as that the individual, or the school, or the church should be imbued with love of country. When any proposed action or policy comes before us for determination the touch-stone should be not alone the wisdom of that act or policy as it may affect trade or transportation, manufacturers, wholesale grocers and retail grocers, but its honest purposes and its justice from the point of view of the public welfare.

Unless a man is personally interested in a thing his enthusiasm soon drops to zero.



INCREASE your sales by requesting your customers to write for one of these books. They are absolutely free.

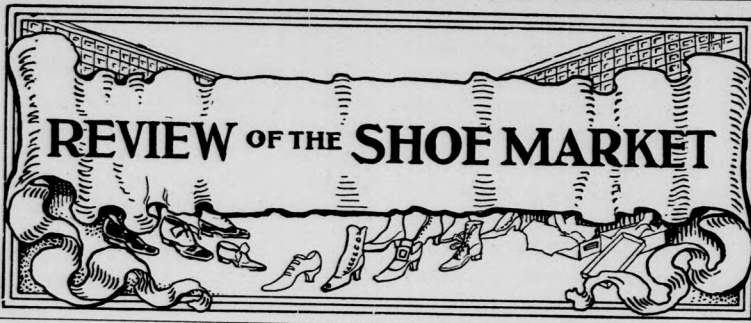
THE FLEISCHMANN CO.
427 Plum Street,
CINCINNATI, OHIO.

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain. Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.



What Features of the Shoe Make for Style?

Written for the Tradesman.

First Paper.

What are the most susceptible points or parts about the shoe, viewed from the standpoint of the designer or style-purchaser? Now, this is not a particularly happy way of phrasing it; but you doubtless get my drift. The idea is this: Suppose you were a last maker or a shoe designer or a shoe manufacturer, and wanted to bring some new shoe styles and features, upon what parts of the shoe would you focus your attention in order to produce this result?

Well, you would consider the toe, the heel, the vamp, the top, the fastening, the stitching and the ornamentation of the shoe; and you would also consider the subject of materials that went into it. A style is sometimes largely a matter of material. Take the present vogue for white bucks, for example. Now white buck is a new chrome tanned

cowhide—one of the recent achievements of our enterprising tanners that has met with tremendous and well-nigh universal favor. Now most any current style or mode or conventional type of shoe, made up of white buck, is selling this spring. The material is the style.

This is the case generally where the material is itself a novelty-leather. Colored leathers and fabrics belong to this category. When they are in, they are in with a vengeance; and pretty much anything in the way of shoes that is made out of the popular material goes. But in the production of shoe styles in terms of more staple materials, the style-feature must be sought elsewhere: i. e., the departure or treatment, by virtue of which the style hopes to strike the public fancy, must relate to certain features of the shoe.

If you are so minded, you may regard these features as "style-centers." Let us notice a few of these "style-centers:"

Take, first, the toe of the shoe.

Now the toe of the shoe is a very important feature of it. The toe, of course, is conspicuous because it is right there at the fore. The toe of the shoe always gets there first. And it can (and has been) modified in almost countless ways. It can be a plain toe (as in full dress shoes, comfort shoes and conventional shoe lasts for old peoples' wear), or it can have a toe-piece or cap. It can be extra wide, wide, medium wide, medium, narrow, pointed and very much pointed (once upon a time it was "tooth-picked"). It can be low, medium low, medium, high, very high (or, as it was a while back, very, very high—too high, in fact). It can round up full, or it can be made to recede—and this receding tendency can be combined with its height. And there can be all manner of perforations at the toe from the simplest and most conventional to the bizarre and impossible. The tip can be cut straight across (as it ordinarily is), or it can have lateral extensions—and there are probably fifty-seven varieties of the wing-tip.

All sorts of liberties have been taken with the toes of mortal's footwear during the progress of the history of styles. In the good old days of Sir Walter Raleigh toes used to run to a point, curl over like horns; and some of the dandies of those days used to have toes that were so long and torturous they had to be supported by little chains anchored to the sides of the boot-tops! There is simply no limit to the things you can

do to shoe toes in order to create a so-called style-departure, or add a so-called style-feature.

In the next place, there is the heel of the shoe. The heel of a shoe provides elevation for the foundation of the shoe—its sole. That is its function. It helps to keep the foot up off the ground. Aside from this severely utilitarian function, the shoe heel adds much to the appearance of the shoe. It is hard to add attractive features to a spring heel shoe for little folks' wear, because the sole of the shoe is so flat. Maybe that is one of the principal reasons shoe manufacturers are putting heels to so many of their shoe styles for little people. Little chaps 5 and 6 years of age can now find shoes with heels, "like the kind father wears"—only not so high, fortunately.

A heel can vary from the unnecessarily wide flange heel (now appearing in many styles) to the military heel; or, in women's shoes, from the modified military heel to the French heel. In height it may vary from three-quarters of an inch to three inches. It can be plain and simple, or it can be (and often is) ornate.

The heel of the shoe is also an important feature of it. It has much to



Women's and Children's Shoes

Made by Tappan, of Coldwater, Michigan, are ace high as regards true fitting features, shapeliness of lasts and stylishness of design. We center our entire effort toward making high class McKay sewed shoes that stand out conspicuously as every day sellers in the best boot shops of the country.

The HOOSIER SCHOOL SHOE for girls and young women is a specialty which has attained great favor from the retail shoe merchant. We make them in heavy Dongola, Gun Metal Calf and Mule Skin, and we sell them at prices that give the retailer a wide margin of profit.

Our fall line, now being shown by salesmen, is deserving of your order.

TAPPAN SHOE MFG. CO. :: Coldwater, Mich.

do with the comfort of the shoe as well as its serviceableness and style. And it requires a pretty thorough knowledge of the whole gamut of shoemaking to get just the right sort of a heel for a given shoe—I mean the kind of heel that will give the foot just the right pitch, and set off, to the best advantage, all other and sundry of the features of the shoe of which it is a part.

In the next place the vamp is a style-center. On a wide last the vamp is modified laterally; on other lasts it is modified longitudinally. It can be a long-vamp model, or a short-vamp model. For some reason changes in the length of the vamp are of a more constant nature than modifications for style-purposes that have been made at other points of the shoe. For instance, the long-vamp type of shoe is a favorite with the French people, and has been for years. All their shoes are made long; and all American styles founded on French models endeavor to simulate this effect, although they rarely ever have the daring to go to the extremes that you meet with in French shoes. Of course the average Frenchman's foot is a trifle longer than the American's—one-fifteenth of a foot—but the difference is by no means commensurate with the length of the shoes.

The prevailing short-vamp modes in American shoes seem to meet with a good deal of favor. The short-vamp idea was of slow growth; but it kept on growing in spite of the fact that there are dangers in the wake of it. Where the vamp is too short there is insufficient toe-room. The toes of the foot are jammed forward too far and serious foot-ailments not infrequently arise as a result. We have swung back a wee bit from the excessively short vamp of a few years back; but vamps, generally speaking, are still short. Why is it we cling so tenaciously to a given sort of vamp, whereas we are perpetually jumping to all manner of extremes when it comes to other departures?

In the concluding installment of this paper I will discuss other "style-centers" of the shoe: the top, the fastening, the stitching and the ornamentation. It will be interesting to observe how these parts of the shoe

can be definitely modified to produce specific style-results; and how from time to time the passion of style has led to tremendous activities at these parts of the shoe. And the play still goes merrily on; for man is incurably addicted to the love of styles; and more and more the children of men are clamoring for the style-element in the shoes they wear.

Cid McKay.

Activities in the Hoosier State.
Written for the Tradesman.

Elkhart has been made the chief transfer terminal between Toledo and Chicago, owing to the strike of the freight handlers in Chicago. It is stated that as long as Elkhart is reasonably free from labor troubles that the transfer will be permanent, which will mean the addition of at least 300 men to the Lake Shore's pay roll there.

The Ft. Wayne Commercial Club has taken steps toward forming a modern and efficient traffic bureau for the benefit of local shippers and receivers of freight and express. The new bureau will be in charge of experts along traffic lines.

The Terre Haute Retail Merchants' Association has drafted an ordinance concerning peddlers and venders, which will be introduced at the next meeting of the City Council. All street peddlers and agents are required to secure licenses. Produce peddlers are included, excepting men who raise their own stuff. The license fee is high, ranging from \$10 to \$50 a week according to the value of the articles sold.

L. W. Linton has sold his grocery store at Linton to S. P. Mills. Mr. Mills also operates a store at Bicknell.

A syndicate of Milwaukee capitalists has bought a tract of 415 acres at Hammond and will erect a steel plant costing \$11,000,000 and employing 3,000 hands. It will take about two years to complete the plant.

Receiver Stout, of Ford & Johnson, the big furniture concern at Michigan City, has ordered the two shops to resume operations, which is good news to many of the old employees.

The Air Line electric line will complete the road soon and cars will be running between Gary and Laporte and Gary and Valparaiso by June 1.

The experiment of working the jail prisoners on the city streets and alleys is not starting off well. The first prisoner given a try-out escaped by running away and has not been seen since. The second man refused to work and quoted law to the officials, saying that he did not have to work in the open. Officers are trying the plan of making him stand in the sun during working hours and his rations have been reduced to bread and water.

Five bands and a male chorus will furnish music for the State G. A. R. encampment, to be held at South Bend May 21-23. Almond Griffen.

The man who does not lose his courage, his temper or his appetite too easily, and who keeps his ideas pretty well steeped in common sense, has most of the qualifications of a successful merchant; and, of course, the bigger the qualifications the bigger the success.

It's the Name that Protects You

"H. B. HARD PAN" shoes have been made so well and so long that every FARMER, MECHANIC or RAILROAD MAN is satisfied with the goods shown him if they bear his name.

They know that the name H. B. HARD PAN is a sure protection against inferior leather and poor workmanship.

Think what an exclusive agency for this line means to you in protection and profit.

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.

GRAND RAPIDS, MICHIGAN

For Your Spring Trade---The "BLIZZARD"



Wales-Goodyear and Connecticut Grades

Light weight; high front; a big seller. Better get stocked up now. All sizes for men, women, misses and children.

The Maumee Rubber Co.
224 226 SUPERIOR ST.
TOLEDO, OHIO.

If you haven't a copy of our illustrated price list, ask us to send it. It is a complete guide to the best rubber boots and shoes.

Proper Footwear For Women

Write for our new catalog showing the latest styles now being asked for in Women's footwear.

White canvas button boots, White Nubuck button boots, White canvas pumps, White Nubuck pumps, Tan button boots, Tan button Oxfords, Tan pumps.



Our Ruth shoes have a character and quality highly pleasing to careful dressers.

HIRTH-KRAUSE COMPANY
Shoe Manufacturers and Jobbers
GRAND RAPIDS, MICHIGAN





Homely Old Subject of Household Economy.

Written for the Tradesman.

Some day economy will rise to the dignity which properly belongs to it and be classed as one of the fine arts. A good definition of first-rate economy would be this: Whatever system of expenditure enables us to procure with the means at our disposal the greatest amount of the best and most essential things.

Looked at from one point of view economy is now an inspiring task. Never before in the world's history was life so full, never before were there so many things desirable for material comfort to be had, never before did the things that minister to the higher life—travel, culture, benevolence, art—beckon with such insistent hands. So the mind rises joyously to the task of getting the very most for our money.

But there is another side to the question and a disheartening one. Not only is there the state of affairs tersely described by the hackneyed phrase, "the increased cost of living," but, owing to the profusion of coveted objects of every kind that constantly are displayed before our longing eyes, there never was a time when champagne appetites made growth with such alarming rapidity, while, owing to some unaccountable perversity, incomes persist in remaining on the beer level.

Most of us can not have all we want. It is worth while to make an intelligent effort to get all we can.

Upon women, in the main, devolves the expenditure of the amounts, vast when taken in the aggregate, that go for food, clothing and personal well-being. Women are the natural conservators, the born economizers. It is not so much what they can make or produce, as what by a wise frugality they are able to save above all necessary outlay, that is their real forte. The wasteful or extravagant woman is anomalous and a drag upon society in general and upon her own family in particular. Lacking the physical strength to do the work of a man, she lacks also the power to make a little go a great way, which is the peculiar ability of her own sex.

Every woman must work out for herself her own problem of economy. It is an individual matter. She can not read one book or many books treating of expenditures and retrenchments and find a complete solution. The manifold counsels of the advice columns will aid her but little. She can not accept as infallible the traditions that have been

handed down in her family from mother to daughter, perhaps for generations, for the reason that what was genuine economy in one period may be rank wastefulness fifty years later.

Very much depends upon individual talents and capabilities. One woman with a knack for finding bargains and a genius for home dress-making may be able to dress herself and her daughters stylishly and becomingly on a marvelously small amount of money. Another must do her miracles in kitchen and pantry instead of in the sewing room.

The problem of the earning woman is vastly different from that of the woman whose time and efforts are all expended upon the work of her own household, which she performs with or without the aid of hired help.

The earning woman, if she keeps house, must adopt shortened methods of housewifery, get up meals quickly even if the food used is somewhat more costly, buy some of her clothes ready-made and have a dressmaker do the rest; or, if she does not care to adopt these methods, she must constantly employ help in her kitchen. In any case the earning woman must cut out many of the long and laborious processes by which other women manage to save small amounts of money, wisely or unwisely, according to individual circumstances.

Sometimes the added outlay caused by a wife's trying to earn money

may more than overbalance all she can make. Here is an instance:

Mrs. N. acts as a saleswoman in her husband's store. She is not an expert. She never feels she can take any responsibility of buying goods or of overseeing other help—her husband has to attend to these things. Some young lady could be hired for nine or ten dollars a week who could do more than she does for the business. Mrs. N., when she gives her time and mind to it, is a good and economical housekeeper. Since she began working in the store she has hired a girl in the kitchen, paying her \$5 a week. The board of the girl and what she wastes and breaks easily amount up to the five dollars per week that Mrs. N. now imagines she is saving. The work in Mrs. N.'s home is not heavy, and she often declares she could do it all herself more easily than she can work in the store, "if only she could afford to!"

It is not to be inferred that as a rule earning women gain nothing by their efforts, but it is an undeniable fact that it costs considerably more money to run a household when the wife and mother is a factor in the outside industrial world.

Such an instance also forms an illustration of our proneness to deceive ourselves with false and futile economies—sometimes even to the extent of being penny wise and pound foolish. It does not pay to stint on fuel or clothing and pay a big doctor bill in consequence; to injure the health or cripple the efficiency of some member of the family for a matter of a few dollars; to make too great an outlay of time and nervous energy in order to save a few cents.

Laying up money, while often regarded as the great end of economy, is in reality only a part of it. Some one raises the question, "Which is more important, comfort in the home or money in the bank?" There is no possible question that comfort in the home is a far higher and more essential thing than money in the bank;

Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

Grand Rapids Grain & Milling Co.
Grand Rapids, Mich.

GRAND RAPIDS BROOM CO.

Manufacturer of

Medium and High-Grade Brooms

GRAND RAPIDS, MICH.

Just as Sure as the Sun Rises

VOIGT'S CRESCENT FLOUR

Makes the best Bread and Pastry

This is the reason why this brand of flour wins success for every dealer who recommends it.

Not only can you hold the old customers in line, but you can add new trade with Crescent Flour as the opening wedge.

The quality is splendid, it is always uniform, and each purchaser is protected by that iron clad guarantee of absolute satisfaction.

Make Crescent Flour one of your trade pullers—recommend it to your discriminating customers.



Voigt
Milling
Co.

Grand Rapids
Mich.

WHY?



WHEN

For very little more, you can buy a Nickel Plated Steel Scoop, made to keep its shape long after tin or galvanized iron scoops look like the one on the left.

Smith's Sanitary Scoops

In constant use more than ten months are still working as effectively as when they were first put in the bin.

Order from your jobber, he guarantees them.



If your jobber does not carry them in stock, send me fifty cents in stamps with his name and address, and I will send you a scoop by prepaid express.

E. R. SMITH :: Oshkosh, Wis.

but it is no less true that comfort can not be maintained in the home during times of adversity and sickness or when old age overtakes us, unless, during the years of health and strength and prosperity, there has been a careful setting aside of a generous portion against the inevitable rainy day that comes sooner or later to every household.

"With all my worldly goods I thee endow," runs the marriage service. The worldly goods of the average man when he marries consist not so much of tangible possessions as of an ability to earn an income—a capacity for day's works. Fortunate is he whose bride possesses the complementary capacity of being able to use the money he brings in with a wise and thoughtful thriftiness.

The real economizer must get down to details. It is not so much the occasional large expense that tells on our incomes as the little expense that is repeated every day. The beefsteak and vegetables and groceries that were used for to-day's dinner cost only a trifling amount—perhaps less than one dollar. But the supplies of a family for a year cost a considerable—perhaps even a formidable—sum. Hence the necessity for getting the best possible value for each day's expenditure.

A young wife carelessly dropped this remark: "If I were laying out a thousand dollars or even a hundred dollars, it would seem worth while to figure on just how to get the most for it. But the few dollars that I take each week to cover our living expenses—it seems such a pitifully small sum to put a great lot of brain work upon."

The trouble with this young woman is that she looks merely at one tiny segment of her work, and not at the aggregate of all the segments. Let us suppose that she will keep house forty years and have the disposal of an income of even so moderate proportions as twelve to fifteen hundred dollars annually. This means that taken all together forty-eight to sixty thousand dollars will come into her hands. What will she do with it?

By using wisely and prudently, by concentrating her mental energies week by week on getting the most out of a few dollars, it is entirely within the range of probability that her household shall be well fed, well clothed, that in time they shall occupy a good home that is all their own, in which the comforts and refinements of life shall not be lacking, that her children shall be well educated, and that she and her good man shall have a snug sum laid by to keep them when earning days are over.

The same amount may be used carelessly, unthinkingly, just as the whim of the passing moment dictates, and but scant comfort be secured as time is passing, and nothing remain to show for it all when old age approaches.

If every young wife will look upon each few dollars as a portion of the whole amount which will be entrusted to her care, she will see the size

and dignity of her task, and realize that it is great enough to enlist all her wits and ingenuity. Quillo.

Working For Wages vs. in Business For Himself.

Written for the Tradesman.

The man who just makes a decent living on \$15 or \$20 a week sometimes goes into business for himself and finds that he must and can live on \$12 a week or less. It really costs him from \$5 to \$10 a week for the pleasure of being his own boss. But being his own boss, and thinking, planning and transacting business occupies his time so that he does not seek so many things outside of his work to amuse or interest him as he did when at work for a salary and putting in a stated number of hours each day. Some men never learn to economize until they are compelled to do so in order to make payments on time in conducting a store or in paying for a home.

It is no wonder that many men who have tried running a business for themselves are content to go back and continue as wage workers. As employes they never could realize the burdens, the constant care and watchfulness, the multiplicity of interests or details which must ever be borne in mind by the one doing business for himself. Whatever responsibility they may have borne as employes was limited.

The wage earner in general has more time for rest, amusement, recreation, social engagements, reading and home enjoyments than the average business man. The business man who has time to enjoy these things as much as the average citizen has a business so well established and systematized that he has leisure, otherwise the business man is neglecting his business and is on the down grade.

The business man must ever be watchful and preparing for changing conditions. He never reaches a point where he can cease this forward effort and maintain an even and satisfactory volume of trade.

Many wage earners do reach a degree of efficiency which enables them to earn a comfortable living and for years thereafter go on in an unchanging routine of work, free from the stress and strain, the anxieties and burdens of the business man.

The wage worker who has some appreciation of what the business man has to contend with is likely to be a more efficient employe than the one who regards the position of the employer as an enviable one—a snap—a sinecure. Many a wage earner will never understand the employer's or merchant's position until he has tried it for himself.

E. E. Whitney.

Never explain your plans except to those who are in absolute sympathy with you, and who are able to comprehend your ideas. Otherwise they will crab your enthusiasm, and all you will do is to convince them that you are a fool.

A liberal minded man is not always liberal handed.

Look over your best paying customers and see if most of them do not live on the sunny side of the street; and the others mostly on the shady side.

Many are called, but few want to get up.



Valley City Biscuit Co.
Grand Rapids, Mich.
Manufacturers of
Cookies and Crackers
Write for Price Lists
We Make a Specialty of 10c and 12c Cookies
NOT IN THE TRUST

Wilmarth Show Case Co.
Show Cases
And Store Fixtures
Take Division St. Car Grand Rapids, Mich.

One Sale Means More Sales
You should be able to supply
Mapleine
when demanded by your customers
Advertised in the leading magazines
Order from your jobber, or
The Louis Hilfer Co.,
4 Dock St., Chicago, Ill.
Crescent Mfg. Co., Seattle, Wash.

IMPORTANT
Retail Grocers
who wish to please their customers should be sure to supply them with the genuine
Baker's Cocoa and Chocolate
with the trade-mark on the packages.
Registered U.S. Pat. off.
They are staple goods, the standards of the world for purity and excellence.
MADE ONLY BY
Walter Baker & Co. Limited
DORCHESTER, MASS.
Established 1780

Barlow's
Old Tyme Graham
Made from the
Choicest Michigan Wheat
Stone Ground in
The Old Tyme Way
Milled especially
for us
Judson Grocer Co.
Grand Rapids, Mich.

Detroit Department

Michigan Central Will Go Ahead With Plans.

Detroit, May 14—That the Michigan Central will proceed to carry out its extension and improvement plans without delay was the information given out by A. H. Smith, Vice-President of the New York Central, New York, and J. J. Bernet, assistant to the Vice-President, Chicago, who inspected the Detroit conditions yesterday and made a personal trip over the terminals. Among the new work is improving the tracks on the belt line, increasing the facilities of the yards at West Detroit and River Rouge, and making changes in the Marsh yards; building new team tracks at Kirby avenue; moving of the freight house there; extending yards at Berlin and Palmer avenues; providing new team tracks at Gratiot avenue on the belt line, and furnishing more yard room at the north yard, as well as to the Windsor yards. The new round house plans were indorsed and provisions made for a new coal chute at Bay City Junction. It is expected that the total expenditures will reach \$750,000. During their visit here Messrs. Smith and Bernet conferred with Arthur T. Waterfall, the new Traffic Commissioner of the Board of Commerce, and with him went over the local freight situation. The Grand Trunk will also make extensions, according to announcement of A. B. Atwater, assistant to the President, of that system. He said that they would lay several additional team tracks at various parts of the city, and that additional property has been obtained adjoining the Brush street depot, to improve the conditions there, and that more trackage will be laid all around the city.

Howard L. Udell, Superintendent of the Associated Charities of Waterbury, Conn., has accepted the position of Secretary of the Detroit Associated Charities. This position, since the resignation of J. B. Williams, last October, has been filled by Miss Margaret Dupont. Mr. Udell, who came originally from Grand Rapids, was for two years Assistant Superintendent of the West Side Bureau of Charity in Chicago, and then was appointed Superintendent, serving in that capacity for three years. This is a large and important district, more than 300,000 people residing in it. From there Mr. Udell went to Pawtucket, R. I., reorganizing the society there and putting it on its feet. He then went to Waterbury, Conn., which before his arrival had no powerful organization, but in the three years he has been there he has rebuilt the society, until now all the substantial men in the city are behind it.

John J. Knight, William J. Downey, Harry Phelps and William A. Boos, copartners in the Sunbeam Au-

to Delivery Company, commenced bankruptcy proceedings in the United States Court against the promoters of the Detroit aviation meet. David L. Herman, James D. Goldie and Chas. Heitmann are named as the defendants. Judge Angell postponed the matter for one week.

Activities in the Buckeye State.

Written for the Tradesman.

The Advertising Club of Columbus has increased its membership from sixteen to eighty-four since it was organized less than a year ago. E. Roy Parsons is President.

Action just taken by the constitutional convention will mean decided changes in the tax system of the State, provided Ohio voters sanction the system. The new plan embraces, in addition to the present uniform rule of taxation, a franchise tax, an income tax, an excise tax and a mineral production tax.

The Columbus Board of Health is planning war to the death on flies. "Swat the Fly" posters will be spread throughout the city and a long list of eradicators is recommended to citizens. Disinfectants will be used on refuse, kerosene poured into drains and garbage sprinkled with chloride of lime. Sanitary inspectors will get after careless folks and compel them to clean up, and food inspectors will demand the use of screens in markets, bakeries and groceries where food stuffs are sold.

Prison labor in roadmaking will be given a trial in the State and Carroll county has been selected for the experiment by the State Highway Commissioner and the State Board of Administration of Prisons.

The Sandusky Business Men's Association has entered a vigorous protest with the Central Passenger Association against the proposed discontinuance of summer excursions. To cut off excursion rates would mean the death of many of the summer resorts.

Electric lights for every farm house in the State and water power electricity for every farm and for every factory in the State at one-fourth of the present cost—this is what Fred G. Leete, delegate to the Constitutional convention from Lawrence county, a hard-headed and practical hydraulic engineer, proposes to bring about through the conservation and development of the water power latent in the stream of Ohio. He has succeeded in having written into the new constitution a clause giving the General Assembly authority to pass laws establishing conservation districts, assuming control and direction of the development of water power electricity and regulating its sale and distribution.

The Case Crane Co., of Columbus, which passed into receiver's hands a year ago, will be taken over by a new concern, known as the Crane and Engineering Co., with \$550,000

capital. Paul T. Norton will be President and General Manager.

A company with \$55,000 capital is being formed at Port Clinton for the manufacture of crayons and chinks. The organizers are Pierce Hartshorn, P. D. Sexton and A. J. Wonneil.

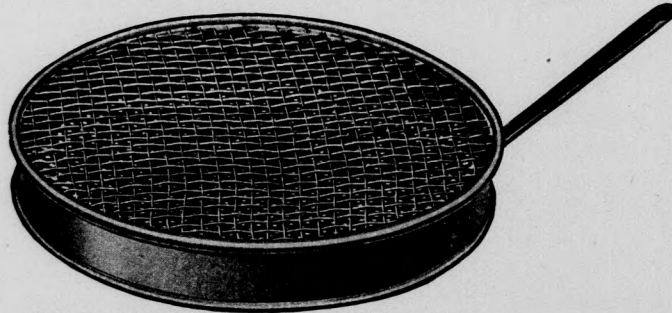
W. C. McAllister and John H. Mohler have retired from the retail furniture firm of McAllister & Mohler, and John E. Roberts, who has been connected with the firm for the last twelve years, is at the head of the new organization and will contin-

ue the business under the old firm name. Associated with him are Edward E. Holton and A. W. Reeb, who have been in the furniture business in Columbus for twenty years. A carpet and rug department will be added. Almond Griffen.

KEMBERLING & BLISS
(English and German)
EXPERT
MERCHANDISE AUCTIONEERS
516 Chamber of Commerce, Detroit, Mich.

The APEX BREAD TOASTER

TOASTS BREAD AS YOU LIKE IT



FOR USE OVER GAS, GASOLINE AND BLUE FLAME OIL BURNERS
Order of your jobber, or

Manufacturers **A. T. Knowlson Company,** Detroit, Mich.

WE ARE SPOT CASH BUYERS

OF Butter, Eggs and Poultry

and receivers of

Dressed Veal On Consignment

Give us your shipments and receive prompt returns



Schiller & Koffman

323-25-27 RUSSELL ST.
DETROIT

Good Things to Eat

Williams'

Jams Jellies Preserves Mustards

Fruit Butters Vinegars Catsup

Table Sauces Pork and Beans

Pickles—OF COURSE

HIGH GRADE FOOD PRODUCTS
Made "Williams Way"



Mr. Pickle of Michigan

THE WILLIAMS BROS. CO. of Detroit

(Williams Square)

Pick the Pickle from Michigan

CENTRALIZED DISTRIBUTION.

Greatest Menace Which Confronts the Merchant.

Lansing, May 13—I enclose you printed article by H. G. Kruse, of Benton county, Iowa. This article was sent me by Secretary Morehead, of the National Federation of Retail Merchants, and as it is a very strong article it ought to be read by your patrons with great interest, as it clearly points out the dangers of centralization.

I enclose same to you for publication and you are the first to get it in the State. F. M. Witbeck,

Sec'y Mich. Federation of Retail Merchants.

More and more plainly the fact dawns upon our mind that the system of centralized distribution now gaining a strong hold on the people is a menace to the institutions of our common country and a system fraught with danger to our very liberties. We have seen a light; we have been converted. Heretofore we have looked upon the great catalogue houses as agencies filling a certain want; but that theory will not stand an impartial and intelligent investigation. Suppose this idea is carried out to the limit and that the catalogue concerns absorb all the business of the country. What then?

We will tell you "what then" according to our lights. Say that the catalogue concerns have supplanted the local distributaries, what follows? It is to be supposed that they will rest content with one-half of the country's business? Not much. The selling of everything will be only one function of the great centralized system of distribution; next will come the buying of everything, and with the selling of all articles of commerce in the hands of the few and the buying of all products in the hands of those same few, where are we, the common run of people, to find a place in which to exercise our powers as individuals; and what is to become of the freedom and liberties our farmer friends now enjoy under a widely spread competitive system. This is no time nor place for fault finding, neither are we in the business of finding fault. We have all along gone on the theory that the man who earns his money has the right to spend it where he wills, and we still believe in that theory, with certain restriction and modifications, but the question of buying where one wills has something involved beside the mere question of right. There is the future to think of. Are we as a community going to aid a few men to get rich that soon they will control all the nation's resources as they are manufactured and are taken from the ground and from the farm yard?

This is not a question for the day or the hour, but a question that has to deal with future. It is not a proposition based on sentiment, although sentiment should play an important part, but a proposition based on the individual future welfare. If

the present tendency remains unchecked the United States of the future will comprise a few extremely rich, who will manufacture, buy and distribute, and millions upon millions of ordinary men, who will be wholly dependent upon those few manufacturers, buyers and distributors. The greatest good for the greatest number is the underlying principle that should guide men and governments in their attitude toward all public questions. The few, the classes, should be ignored and forgotten because that is the natural law. It is the natural law that no one man or set of men or one community or set of communities should stand in the way of any movement that gives promise of betterment to the general run of man or the general run of communities. We have come to look upon this natural law as God-given, therefore just and right. Now if the increased power of the catalogue houses will mean a greater good to the greatest number, let us welcome that increased catalogue house power and the few of us who may be seriously affected seek in other lines of human endeavor the success we hope to attain.

But what may seem a present advantage to the greatest number gives promise of actual disaster to the greatest number.

We all of us know how the money power has taken a firm grip on this nation and all the nations of the world. How it only remains for the kindred spirits of that money power to secure a grip on the material wealth of this nation and all other nations. With a few men selling almost all the manufactured products, how long would it be before a few men would be buying all the products of the farm?

This question of distribution is the greatest question before the American people. All other questions dwarf into insignificance if the fears we now entertain are well grounded.

Let us think, men, and think hard. Let us wipe out all sentiment with reference to local associations and look this proposition squarely in the face.

Let us consider the question in this way: Will it be best for me and my children and my children's children to maintain the present competitive system, or will it be best to gradually adopt the socialistic doctrine of a centralized system of distribution? Will it be best to have keen, progressive local business interested, buying and selling farm products, or will it be best to have great centers where the buying and selling of farm products will be carried on?

This question of catalogue house system of distribution has gotten beyond the local merchants. It is not his interests that are to be considered, but the interests of posterity; the interests of the many that now exist.

True, there is a duty men owe to their communities as such because the lives of all are interwoven—no man in a community lives unto him-

self alone, and when local institutions of business flourish all feel the beneficial effects. There are the schools to build and support, the roads to maintain, and last but not least, there stretches forth in times of disaster or distress the helping hand of the local business man, who looks upon you as his neighbor. He is ever ready to aid in a worthy cause and ever ready to sympathize in hours of sadness. He does not buy property every year or two, valued in the millions. He is one of the cogs in a useful piece of machinery, fitting in with you and with me as the other necessary cogs.

Gentlemen, all, we are called upon to conserve the best interests of our nation. It is our bounden duty to give the problem before us our very best thought. This problem must not be looked at from a selfish viewpoint, but from the broad and public-spirited viewpoint of the greatest good to our common country.

The merchants here and all over the land purpose to combat the present tendency of centralization. If in the right and if their efforts are well directed, they will succeed. If in the wrong, no harm will come of their efforts and the efforts of their friends in the country, for whether right or wrong a closer bond of sympathy will have become established between man and man.

But they are not in the wrong. The distant thunders proclaim the fulfillment of our prophesies, while the days that have come and gone unerringly

point to the disaster that is bound to overtake us as a people.

H. G. Kruse.

Status of the Glengarry Mercantile Company.

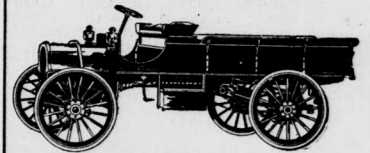
Glengarry, May 13—The inventories and appraisals in the estate of the Glengarry Mercantile Company show the following condition of affairs:

	Cost	Per Cent.	Appraisal
Dry goods	\$ 6,020.23	60	\$ 3,612.38
Hardware	2,626.75	70	1,838.75
Shoes	1,438.45	50	719.20
Chattles	310.50	33½	103.50
Furniture and crockery	218.78	60	131.26
Drugs and groceries	855.51	75	641.63
Fixtures	696.30	40	278.48
Millinery goods	107.37	25	26.84
Notes, face value	1,104.00	25	276.00
Accounts, face value	1,375.75	25	343.93
Real estate	10,583.68	20	2,116.73
Total	\$25,337.32		\$10,988.70

The total liabilities are \$20,923.72.

H. B. Sturtevant, Assignee.

Chase Motor Wagons



Are built in several sizes and body styles. Carrying capacity from 800 to 4,000 pounds. Prices from \$750 to \$2,200. Over 25,000 Chase Motor Wagons in use. Write for catalog.

Adams & Hart
47-49 No. Division St., Grand Rapids

PEAGOGK BRAND



**Mild Cured
Hams and Bacon
100 per cent. Pure
All-leaf Lard**

Quality Our Motto

For the Country Store Keeper

Smoked Sausage. Head Cheese. Frankfurts and Polish Sausage packed either in pickle or brine. half barrels (70 lbs.), ¼ bbls. (35 lbs.), kits (12 lbs.)

Liver Sausage. Pork Sausage in brine. in half barrels, quarter barrels and kits. Mail your sausage order today.

Cudahy Brothers Co.
Cudahy, Wis.



Michigan Knights of the Grip.
 President—C. P. Caswell, Detroit.
 Secretary—Wm. J. Devereaux, Port Huron.
 Treasurer—John Hoffman, Kalamazoo.
 Directors—F. L. Day, Jackson; C. H. Phillips, Lapeer; I. T. Hurd, Davison; H. P. Goppelt, Saginaw; J. Q. Adams, Battle Creek; John D. Martin, Grand Rapids.
 Grand Council of Michigan, U. C. T.
 Grand Counselor—George B. Crow, Petoskey.
 Junior Counselor—John Q. Adams, Battle Creek.
 Past Grand Counselor—C. A. Wheeler, Detroit.
 Grand Secretary—Fred C. Richter, Traverse City.
 Grand Treasurer—Joe C. Wittliff, Detroit.
 Grand Conductor—E. A. Welch, Kalamazoo.
 Grand Page—Mark S. Brown, Saginaw.
 Grand Sentinel—Walter S. Lawton, Grand Rapids.
 Grand Chaplain—Thos. M. Travis, Petoskey.
 Executive Committee—James F. Ham-mell, Lansing; John D. Martin, Grand Rapids; Angus G. McEachron, Detroit; James E. Burtless, Marquette.

Wafted Down From Grand Traverse Bay.

Traverse City, May 13—Mrs. W. F. Murphy came very near meeting with a serious accident while walking on Tenth street last Sunday. After a great deal of excitement the home of E. C. Knowlton was thrown open to her and after careful examination it was discovered that no bones were broken nor ligaments torn and she resumed her stroll. Moral: Be sure they are light and then go ahead.

The Hotel Arcadian, at Arcadia, under the management of Carl Pickert, is receiving a great many compliments from the boys since running water has been installed throughout his hotel and every care taken to make it an ideal home for the boys. By the way, Mr. Pickert, we wish to thank you for those individual towels.

John Schumacher, Brooks' candy salesman, was seen all alone on the streets of Walhalla last Tuesday night.

Geo. Creach has again resumed his position as salesman for the John Fitch Co., and again we wish him success.

At last we have discovered a hotel that is still clinging to that dreadful roller towel, but we fully realize that this matter has not been brought before the management of the Sutton Bay House.

We understand that E. E. Wheaton and E. C. Below, Lemon & Wheeler Company's salesmen, have again purchased a large quantity of apricots. We, too, have been advised that E. E. hereafter will stick strictly to prunes.

Fred Cotter, National Grocer Co.'s salesman, who has been making his headquarters at Cadillac, claims that city life has no attractions for him

and will live the simple life hereafter at Tustin. Fred and family are now at home there.

The White Hotel, at Beulah, has been remodeled and forty-three new rooms added, as well as new furniture. The management is endeavoring to make this the banner resort year. A great deal of credit should be given Mrs. White for this undertaking, for it is a boost for the town.

Ray Thacker was seen in Kalkaska one day this week with a new hat. We say new, for we can not recall whether Uncle John wore this one in 1902 or 1904.

Jap. Weese, Musselman's prune peddler, is Farmer Jasper Weese now, if you please, since he has purchased a nice farm at Summit City.

We regret exceedingly that Chas. W. Faust is confined to his home on account of illness and we only hope to see you out soon again, Charlie.

A. R. Bliss, of Muskegon, was seen on our streets this week in the interests of the Peoples Milling Co., of Muskegon. We welcome you to this territory, Brother Bliss, and extend you all the best wishes there are due you.

C. G. Huiling, who has been covering this territory for Armour & Company for the past four years, has been promoted to the position of sales manager of the Armour soap department, covering Illinois, Indiana, Ohio and Michigan, and has left our city to make Chicago their home. While we surely regret to see the Huilings leave us, we wish to congratulate them upon this promotion and wish them abundance of success.

Last but not least, John Edwards, manager of the Semiole Hotel, at Mesick, has installed the individual towel and we assure you, John, that we appreciate this move. John always tries to use the boys right in every way. Thanks.

Boys, get your money ready, for we have rumors that assessment No. 111 will be called May 16 and our Secretary loves prompt payers. Our next meeting will be May 25.

Well, we are again nearing the close of our Grand Council year and the books are all balanced up and ready for the convention at Bay City. We now have 2,472 members and not a sleepy council in the State. Cadillac Council, Detroit, has the largest gain and Grand Rapids has the largest number of members. There was paid out in claims in Michigan the past year \$20,971.78 and \$1,522 for the assistance of the widows and orphans.

Harry Hurley has again decided to make Traverse City his home and we assure you, Harry, that you are welcome.

Has anybody seen Sol,
Sol at the Whiting Hotel?

We tell Sol he's married,
And Sol says, "Go to —."

Have you heard anything about our ball team? Well, I guess so. We have placed the order for the suits and outfit and the players are all in condition. Did I say all? Yes, all except Fred Bennett, of East Jordan.

Adrain Oole, our new Senior Counselor, is so taken up with his new office that he carries his official cap in a millinery sack. Where Adrain got the sack is what is bothering our members.

Charles A. Wheeler, who has covered the Upper Peninsula for the past twenty years selling hardware, has associated himself with the Delamater Hardware Co., of Detroit, and will cover the same territory. The Delamater Co. should be congratulated upon being in position to secure the services of such a valuable man. He will still make Detroit his home. Charles, please accept our congratulations.

We did start out and try and favor our esteemed friend, Jim Goldstein, with a little business, but after the treatment we received this week we would suggest that all purchasers examine the goods before wrapping. We bought size 15½ collars, only to find upon examination at home that they are size 13½, but what else could you expect of a Goldstein.

Fred C. Atkinson, Potato Implement Co.'s representative, surprised his friends by joining the Benedicts last Friday and taking Miss Florence Griffith as a partner. Well, Fred, we are pleased to see you take this step, but, really, was there any need of going to Boyne City to make a selection? Traverse City girls are pretty nice, but we will excuse you if you remember the bunch with the smokes. We extend you congratulations and best wishes at this time.

Mayor Hall, of Manistee, received a cablegram from his daughter, in Ceylon, expressing "congratulations." The message consisted of this one word and the charges were collect \$5. This is another instance where it pays to let a woman have the last word.

The Hotel Mead, at LeRoy, under the management of Harry La-

valle, to whom the traveling boys need no introduction, has favored us with the individual towel, too. We assure you we appreciate this, Harry.
Fred C. Richter.

Rum—(Rummie).

Have you learned the game of Rum.
The latest game of cards, by gum?
Last night I was instructed in
This newest artifice of sin;
Invited over by a friend
A quiet evening hour to spend,
Solicited by him to come
And learn the splendid game of rum.

When I got there the stage was set
For my undoing. When I'd met
The strangers there, my host then said,
"Draw up a chair, we'll go ahead,
Five Dollars, please, for checks." I paid
Although the game I'd never played.
"Rum," said my host with unconcern,
"Is such an easy game to learn."

"First you draw and then you play.
And then you throw a card away;
When threes are in your hand you place
Them down, of course exposed of face;
With three in sequence do the same.
There's nothing further to the game.
When some one all his cards can play,
A cent a spot is what you pay."

"Before we start, please understand
You pay for spots left in your hand;
A king will cost you thirteen cents,
Twelve for a queen. But let's commence—
Eleven for a jack and so on down;
This is the newest game in town;
We are so glad that you could come;
It pleases us to teach you rum."

I drew, discarded and I played,
And every twenty minutes paid,
Got stuck with kings and queens and
jacks
And kept the banker selling stacks
Of whites and blues, and when we stopped,
Just nineteen dollars I had dropped.
And that, I think, is going some.
Don't let your neighbor teach you rum.

"Drummers" Use Autos.

"The automobile is coming into general use by traveling men all over the country and almost everywhere we traveled in our trip into every state we encountered hundreds of traveling salesmen in every line of business who had abandoned the steam car for the automobile and who told me that they were able to cover three and four times the amount of territory in a single day than before," said Dr. Charles G. Percival, who conducted the Abbott 100,000 mile tour.

BOYS! BOYS! BOYS!

Stop at

ARBOR REST

PENTWATER, MICH.

New Beds Entirely Refinished—Individual Towels



Klingman's Sample Furniture Co.

The Largest Exclusive Retailers of
Furniture in America

Where quality is first consideration and where you get the best
for the price usually charged for the inferiors elsewhere.

Don't hesitate to write us. You will get just as fair treatment
as though you were here personally.

Corner Ionia, Fountain and Division Sts.

Opposite Morton House

Grand Rapids, Michigan

News and Gossip of the Traveling Boys.

Grand Rapids, May 13 — Grand Rapids Council, No. 131, expects to have a special train to the Grand Council meeting at Bay City June 7 and 8. Every brother be sure and come, bring your family and have a good time.

Remember to boost for Grand Rapids for the Grand Council meeting for 1913, and let us show the "bunch" that "Grand Rapids knows how."

A. N. Borden was elected manager of No. 131's baseball team at the last meeting, and it is the belief of the boys that he will make a good one.

Geo. Wilcox, of Lansing, who represents the Michigan Drug Co. in the territory around Greenville, is wearing a Sunny Jim smile nowadays. A 10 pound girl arrived at his house last week.

Harry D. Hydorn caused a great deal of distress at Greenville last week. He gave a cooking demonstration there.

Bob MacPherson, the genial proprietor of the De Haas Hotel, at Fremont, is the proud father of a nice 8 pound baby girl, which arrived last month. Good luck, Mr. and Mrs. Bob.

Bill Berner was out to practice with the boys last week and sure did step some, as did also "Old Hoss" McCall.

We can not understand why a coal salesman should be so regular in his church attendance. We think perhaps Brother Teal figures that if he loses out with his coal orders in the lower regions it may be worth while to stand in with the other place.

Here is a funny circumstance, but it shows what a good training will do for a person. Glen C. Pope, Herpolsheimer's genial men's furnishing man, is the most polite man in Grand Rapids. He was seen tipping his hat to the wax figures in Siegel's window.

D. V. McConnell, the F. H. Hill Co.'s representative, is spending a week in the Windy City. Wow! wow! What's the matter now? Grand Rapids knows how. Biff! bing! Our hat is in the ring—Grand Rapids 1913.

Homer Bradfield has been suffering with the rheumatism for the last three weeks.

Some Committee we have in charge of the Grand Rapids end of the convention. They have secured a special train with no stops to Bay City. Leaves Friday morning and returns Saturday night.

This is the official schedule for you boosters to boost to the limit and the reason why you should do so: The U. C. T. convention for 1913 at Grand Rapids. It means much for Grand Rapids. The G. R. Black Sox and Bert Annis put us in the baseball world again. Bert is a live one and has given us a good team. Bert, we are with you. The U. C. T. B. B. team needs boosters as well as players. Help us to be top notchers. Boost. Last, but not least, is the Michigan Tradesman, because it is

the U. C. T.'s and Grand Rapids' official booster. Michigan means boost; Tradesman means boost again, and Captain E. A. Stowe is at the helm of the good ship, Boost.

The following resolution was offered and passed at the regular meeting of Grand Rapids Council, No. 131:

Grand Rapids Council, No. 131, United Commercial Travelers, with other fraternal organizations, and in sympathy with the entire civilized world, extend the hand of friendship and express deep sorrow for the members of the broken families caused by the great disaster, the wrecking of the steamship Titanic.

The command to "be British," or to "be American," was not necessary; the brave fellows who stood aside, that the women and children might have first chance for safety, were of God's true noblemen, and we reverently cherish their memory.

Ed. Ryder.

Richter Has Held the Secretaryship Three Years.

Traverse City, May 14—In an article published in the issue of the Michigan Tradesman on May 8 it was stated through a typographical error that Brother Fred C. Richter had served as Grand Secretary of the Michigan U. C. T. for two terms, and the delegates to the convention at Bay City might be led to believe that we are trying to use this in order to get their votes for our candidate. We want to assure you, however, that such is not the case; on the contrary, we are proud of the fact that the present incumbent has held that high office for the term of three years and aspires to another term. We believe that the organization has never before been served in this capacity in a more able manner and through the carefulness and correctness of Brother Richter the order has saved a great many dollars. While we agree that Brother Richter has held the office for three years yet on the other hand we are firmly convinced that had he filled an important office for a private concern in the same manner there would be no hesitation whatever on the part of his employers in retaining him for another term; in fact, we believe and are firmly convinced that on the strength of the splendid record, which he has made he will be returned to the same office with a large majority.

L. D. Miller,
Adrian Oole,
Ray Thacker,
Campaign Committee.

E. G. Hamel, representing Orator F. Woodward, Le Roy, N. Y., writes the Tradesman as follows: "Please find enclosed herewith \$1 for subscription to the Michigan Tradesman. I travel Michigan exclusively and am very much interested in the Tradesman. I believe in helping a good thing along, as you are doing a good deal to better hotel service and making the peddler's lot much easier. Keep up the good work. Every traveling man ought to be with you."

Croakings From the Crickets.

Battle Creek, May 14—Boys, remember that Saturday next will be the third Saturday in the month. Council meets in Arcade Hall at the usual hour. All are invited and every fellow is expected to be there.

The Stroller Male Quartette will meet with Senior Counselor Norman Riste next Saturday afternoon. Mr. and Mrs. Foster have entertained the boys the last two meetings.

Speaking of music reminds us of something that happened in the Knox store on Saturday last. Mr. Ireland—you have heard of the far-famed musician—stepped in the store, bent upon buying some dishes for ice cream purposes for one of his customers. His optics wandered far over the counter loaded to the guards with fine china and lighted upon a piano away over in the corner. He acted upon a natural instinct and took a hunch over in that quarter, grabbed an innocent piece of music, hurled it at the pianist, straightened himself and gave the surprised natives an idea of how some of the popular stuff sounds when rendered rightly. No one in the mighty throng had the nerve to stop him or pull him away and probably the poor customer would be looking until next Christmas for the dishes if it had not been for one of the other boys who was with him, who went right along and took care of that part of the transaction. But, then, it was Ireland, so it was all right.

God bless the children! Little Margaret loves her papa dearly. Papa simply adores the little maid. A few nights ago the little one had a novel plaything. It was in the shape of an apron torn out of some white cloth, with strings attached. Of course, papa had to try it on and it gave him great pleasure to wear it around the house. But, unfortunately, Guy is rather absent-minded for one of his years. The family planned to attend one of the 5 cent theaters, and in the haste the apron was not removed. To the great consternation of the friends, when Guy removed his overcoat he displayed what looked to an outsider to be an emblem of the Masonic fraternity. As he is an honest boy, and did not wish to deceive the public, he took it off and put it in his pocket. Here he suffered another lapse of memory and did not take the proper care of it when he returned home. Out on the territory, miles away from the innocent cause of all the trouble, he had to explain the matter, for it happened to be pulled out in the presence of the superstitious public. It took some time to establish a line of credit and square himself, but before he left town the customer was convinced of the reality of a little Margaret Pfander, back in the Food City, and so the matter was allowed to pass as explained. In the future you may be sure that one traveler will never be caught away from home without the identity of his having a wife and family back in some part of the country known as home.

John O. McIntire, sales manager

for the United Confectionery Co., of this city, has been taking a week or so about with each of the salesman. John has been on the territory for many years and his old friends are glad to see him on these occasional visits.

Our attention has been called to a toast, given in Jinger Talks With Our Salesmen, which the Paw Paw Grape Juice Co., Ltd., send out to their salesmen each week. These Jinger Talks are always to the point and we beg leave to quote this toast:

The Victor.

A toast to the man who dares
No matter how dead his trade
Who can win his luck
By his own good pluck
When the rest of the world is afraid.

Another to him who fights
When the trade is a whirlwind lure;
And who jumps right in
With a will to win;
Though rivals are plenty and sure.

So, here's to the man who dares,
Though fortune blow low, blow high;
And who always knows
That the conquest goes
To the man who is ready to try.

How about it, can not the average man find something in the above quotation to give him more Jinger to get out and hustle. A fellow should always have his fighting garb on, not in his grip, no matter how easy his line appears to be, or how much the public really needs his wares. There is always a chance to do a little more if a fellow does not lie down upon the job.

Charles R. Foster.

George Washington McKay, who has been a candy salesman since the year one, has signed a contract with the Buffalo Candy Co., of Buffalo, N. Y. He will cover the jobbing trade of Ohio, Indiana and Michigan. He left last evening for Buffalo to secure his samples and expects to start out on his initial trip next week.

An Albion correspondent writes: C. R. Warner, of this city, who has been the representative here of the Prudential Life Insurance Co., has severed his connection with that company and will go on the road next week as traveling salesman for the Grand Ledge Paint Co., of Grand Ledge.

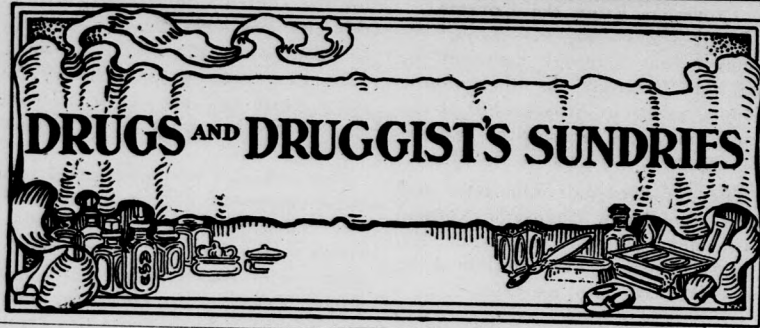
A Lansing correspondent writes: J. C. Brandimore, traveling representative for R. M. Owen & Co., has resigned to accept a similar position with the Olds Motor Works.

Herbert T. Chase, Michigan representative for Chase & Sanborn, of Boston, will spend the summer in Europe. His family will sail in June and he will follow in July.

Vanderbilt—Extensive repairs are being made to the Logan mill, owned by Yuill Bros. The mill has secured a good stock of logs for the summer business.

Menominee — The Spies Lumber Co. has sold a large quantity of oak logs near Koss to the Wisconsin & Michigan Railway. The logs will be sawed at Koss.

Lansing—The Korff Manufacturing Co., manufacturer of runners, etc., has increased its capital stock from \$20,000 to \$40,000.



Michigan Board of Pharmacy.

President—Ed. J. Rodgers, Port Huron.
Secretary—John J. Campbell, Pigeon.
Treasurer—W. E. Collins, Owosso.
Other Members—Edwin T. Boden, Bay City; G. E. Faulkner, Delton.

Michigan State Pharmaceutical Association.

President—E. W. Austin, Midland.
First Vice-President—E. P. Varnum, Jonesville.
Second Vice-President—C. P. Baker, Battle Creek.
Third Vice-President—L. P. Lipp, Blissfield.
Secretary—M. H. Goodale, Battle Creek.
Treasurer—J. J. Wells, Athens.
Executive Committee—E. J. Rodgers, Port Huron; L. A. Seltzer, Detroit; S. C. Bull, Hillsdale and H. G. Spring, Unionville.

Michigan Retail Druggists' Association.

President—D. D. Alton, Fremont.
First Vice-President—J. D. Gilleo, Pompeii.
Second Vice-President—G. C. Layerer, Bay City.
Secretary—R. W. Cochrane, Kalamazoo.
Treasurer—W. C. Wheelock, Kalamazoo.
Executive Committee—W. C. Kirchgessner, Grand Rapids; Grant Stevens, Detroit; R. A. Abbott, Muskegon; Geo. Davis, Hamilton; D. G. Look, Lowell; C. A. Bugbee, Traverse City.
Next Meeting—Muskegon.

Grand Rapids Drug Club.

President—Wm. C. Kirchgessner.
Vice-President—E. D. De La Mater.
Secretary and Treasurer—Wm. H. Tibbs.
Executive Committee—Wm. Quigley, Chairman; Henry Riechel, Theron Forbes.

How To Figure Profit on Drugs.

I have read with a great deal of interest the discussion that has been going on in the different trade journals about figuring profit on the selling price instead of on the cost. The case of an Indiana merchant is given in a recent issue as an example of the evils connected with the method of marking profits on the cost.

I do not agree with all that has been said in favor of the newer method. It may be that I have not given the matter sufficient thought, but it seems to me that it is only for very grave reasons that we should contemplate casting aside a method that is in such general use all over the business world, that we should discard and pronounce worthless the commonly accepted idea that is taught in all our schools that profit (and loss) are always based on the cost. If the newer method is the correct one, we had better start a campaign of education among our teachers, our schools and our text books, as they all teach the older method.

The proponents of the new method do not say whether they advocate its adoption in all business that is carried on for profit or not. Ordinarily what any business man is anxious to know is, what am I making on my investments? If you buy stock at 90 and sell at 120 you have made one-third on your investment, or 33 1/3 per cent. According to the new method it would be one-fourth on your selling price, or 25 per cent.

With regard to the Indiana merchant, whom, for convenience, I shall refer to as X, I do not think it was the fault of the system used, per se, that caused X to come to grief. It is much like the case of the man who went fishing on Sunday and fell into the river. It was a very simple matter to say that the man should not have gone fishing on Sunday, and also to say that if he had not gone, he would not have come to grief, both of which statements might possibly have been correct, but they would be no proof whatever that his falling into the river was caused by his going fishing on Sunday. And so with X. It does not at all follow, because he made a mistake in figuring, that basing his profit on the selling price was the only way to avoid that mistake.

In the first place, how did X arrive at the 22 per cent. cost of doing business? He tells us that he "estimated it as 22 per cent. on his gross business." His gross business was \$40,600, or an average monthly business of \$3,550. His cost of doing business per month, 22 per cent. of \$3,550, was \$781. His desired profits, 10 per cent. of \$3,550, would be \$355. The sum of \$781 and \$355 is \$1,136, what he should have added to the cost of the goods sold during the month. Then, \$3,550 less \$1,136 equals \$2,414, cost of goods sold during the month. Now what per cent. of the cost (\$2,414) is \$1,136? 1,136 divided by 2,414 equals 47 per cent., which is what X should have added to his cost instead of 22 per cent. The rule to find rate is divide the percentage by the base, but X took the S. P., 3,550 for base, instead of the cost, 2,414, and then, to make confusion worse confounded, after finding his rate on the selling price, he "switched horses amidstream"—he applied the rate on the cost! He finds his rate on one amount, and then applies it on an entirely different amount. I wish to submit, as an attorney would say, that no system or method will bring correct results if the rules for the fundamental operation of numbers are ignored. Had X done the opposite thing, i. e., found his rate on the cost and then applied it on the selling price the result would have undoubtedly been more satisfactory, as far as the ledger was concerned, but it would not have been any nearer a correct solution.

I prefer the following method. Taking the article costing \$2.25. Find 47 per cent. of \$2.25, equals \$1.06. Adding this to the cost, \$2.25, gives \$3.31, what the article should have been marked at to bring the desired results. And so with each article X

had in his store. He should have marked it at 47 per cent. above wholesale cost (plus freight, if any).

Now let us compare these two methods, both of which give identically the same results, and see which is the more logical:

First Method.

Cost of article, \$2.25.

Amount which should be added to this cost to cover cost of doing business and X's desired profits, 47 per cent. of \$2.25, equals \$1.06. Total selling price, \$3.31.

Second Method.

Cost of article, \$2.25, equals 68 per cent. of selling price. Cost of doing business, 73c, equals 22 per cent. of selling price. Desired profits, 33c, equals 10 per cent. of selling price. Now each of these three divisions of the S. P. must bear its share of the cost of doing business, i. e., 22 per cent. of \$2.25 plus 22 per cent. of 73c, plus 22 per cent. of 33c. And so with the profit rate. There is 10 per cent. of the cost set aside for profit, then 10 per cent. of the cost of doing business is set aside for profit, then 10 per cent. of the profit is set aside for profit! Will some one point out the logic of exacting a profit upon a profit?

My object in this communication has been to point out that figuring profits on the cost does not necessarily lead to errors, and that figuring profits on the selling price does not necessarily avoid errors. W. R. W.

Violet Dew Bath Powder.

Tartaric acid 10 ozs.
Sodium bicarbonate 9 ozs.
Almond meal 3 ozs.
Powdered orris 2 ozs.
Starch 1 oz.
Ionone q. s. perfume

Work of the Western Michigan Development Bureau.

Written for the Tradesman.

During the conference held Wednesday, May 8, between Carroll H. Sweet, President of the Grand Rapids Association of Commerce, Directors Knott, Graham, Secretary Huggett and Assistant Secretary Pierce, and D. H. Day, President, A. S. White, Vice-President, and John I. Gibson, Secretary of the Western Michigan Development Bureau, in regard to the show of fruit and vegetables to be held in Grand Rapids in November of the current year (the date will be named later), President Day took advantage of the occasion to explain briefly the system pursued by the Development Bureau in the prosecution of its work of securing settlers for the untilled lands of Western Michigan. Mr. Day said: "The Bureau receives many letters, asking for information in regard to the climate and the soil of Western Michigan, the means available for transportation, the cost of shipping products to the market, the social conditions of the settlers already on the lands and the kinds of fruit that can be cultivated successfully. We inform such enquirers that not all of the lands available for settlement will produce fruit; that while the soil in the greater part of

the territory is fertile and capable of producing good crops, when properly fertilized and tilled, there are tracts here and there that are of little value and advise our correspondents to carefully investigate every piece offered before buying. A section that may not be suitable for raising fruit, on account of climatic conditions, may be capable of producing enormous crops of alfalfa, potatoes, wheat and other grains. To be more explicit on this point, in all parts of the upper section of the Lower Peninsula, especially, great interest has been awakened in the promotion work of the Western Michigan Development Bureau in the science of apple culture. Only a few days ago I received a letter from an owner of an extensive tract of land, located near Gaylord, who proposed to set out 2,000 apple trees at once. The writer sought for advice as to the most desirable varieties to set. I examined the reports of the Weather Bureau for the Gaylord district and learned that during the cold spell of the past winter the thermometer had registered 46 degrees below zero. Young trees would not live in such a temperature and I advised my correspondent to use his land for some other purpose than that of growing apples. Gaylord, by the way, is not located in the fruit belt. We are giving intending settlers information that will enable them to buy lands intelligently and with every prospect for success in cultivating them. We are trying to prevent failures by the men who are moving into the district. Our aim is to assist them in winning success."

Mr. Gibson, who had just completed a tour of the district, stated that the fruit growers would have 1,000,000 bushels of apples to sell before the close of the year. If properly handled and packed, this crop ought to sell for at least \$1,000,000. The yield of small fruits and vegetables promises to be very large and the farmers will have the money necessary to purchase grand pianos, automobiles and power boats if they shall desire to invest in such articles. In the counties of Grand Traverse, Kalkaska, Emmet, Antrim, Benzie, Leelenau, Newaygo, Mecosta, Montcalm, Oceana, Mason and Wexford, very heavy crops of potatoes, which were sold at from \$1 to \$1.60 per bushel, were harvested in the fall months of last year. The banks are loaded with the money of farmers. In the savings departments of one bank, located in Traverse City, the deposits of the farmers have been increased over \$40,000. Mr. Gibson reported that probably 100,000 trees have been set out in the twenty counties covered by the Bureau within the past six months, and there is a great and growing demand for lands suitable for horticultural purposes.

The Bureau advises prospective settlers to plant such crops as will enable them to derive substantial incomes during the years that are necessary to bring young fruit trees into bearing.

Arthur S. White.

WHOLESALE DRUG PRICE CURRENT

Table listing various drugs and their prices, including sections for Acidum, Ammonia, Aniline, Baccae, Balsamum, Cortex, Extractum, Flora, Folia, Gummi, Herba, Magnesia, and Oleum.

Table listing various oils and other products, including sections for Oils, Paints, and other miscellaneous items.



Our New Home—Corner Oakes and Commerce

We solicit your orders for Sulphur—Light and Heavy Lime and Sulphur Solution Bordeaux Mixture—All Sizes Paris Green Arsenate of Lead—All Sizes Blue Vitriol Stock complete Prompt shipments Respectfully, Grand Rapids. HAZELTINE & PERKINS DRUG CO.

Four Kinds of Coupon Books

Are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

CHEWING GUM		CONFECTIONS		Sweet Goods	
Adams Pepsin	55	Stick Candy	Paiss	Animals	10
American Flag Spruce	55	Standard H H	8 1/2	Atlantic	12
Beamman's Pepsin	55	Standard H H	8 1/2	Atlantic Assorted	12
Best Pepsin	55	Standard Twist	9	Avena Fruit	12
Black Jack	55			Bonnie Doon Cakes	10
Largest Gum (white)	55			Bonnie Lasses	12
O. K. Pepsin	65			Bonnie Shortbread	10
Red Robin	55			Brittle	20
Sen Sen	55			Brittle Fingers	11
Sen Sen Breath Perf.	1 00			Bumble Bee	10
Spearmlnt	55			Cartwheels Assorted	8 1/2
Spearmlnt, Jars 5 bxs	75			Chocolate Drops	17
Yucatan	55			Chocolate Drp Centers	17
Zeno	55			Choc. Honey Fingers	16

Flour	ADVANCED	Cheese	DECLINED

Index to Markets
By Columns

1	2
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Ammonia	1	AXLE GREASE	1	Clam Boullion	25	Burnham's 1/2 pt.	25	Burnham's pts.	75	Burnham's qts.	70	Fair	75 @ 90	Good	1 00 @ 1 10	Gandy	1 30 @ 1 30	Corn		French Peas		Monbadon (Natural)	2 45	Gooseberries		No. 2, Fair	1 50	No. 2, Fancy	2 35	Hominy		Standard	85	Lobster		1/2 lb.	2 50	1 lb.	4 25	Picnic Tails	2 75	Mackerel		Mustard, 1 lb.	1 80	Mustard, 2 lb.	2 80	Soused, 1 1/2 lb.	1 60	Soused, 2 lb.	2 75	Tomato, 1 lb.	1 50	Tomato, 2 lb.	2 80	Mushrooms		Hotels	@ 15	Buttons, 1/2s	@ 14	Buttons, 1s	@ 25	Oysters		Cove, 1 lb.	85 @	Cove, 2 lb.	1 50 @	Plums	90 @ 1 35	Pears in Syrup		No. 3 cans, per doz.	1 50	Peas		Marrowfat	@ 1 25	Early June	@ 1 25	Early June sifted	1 45 @ 1 55	Peanut		No. 10 size can pie	@ 3 25	Pineapple		Grated	1 75 @ 2 10	Sliced	90 @ 2 60	Pumpkin		Fair	80	Good	90	Fancy	1 00	Gallon	2 15	Raspberries	@	Standard		Warrens, 1 lb. Tall	2 30	Warrens, 1 lb. Flat	2 40	Red Alaska	1 85 @ 1 95	Pink Alaska	1 40 @ 1 50	Sardines		Domestic, 1/4s	3 00	Domestic, 1/2 Mus.	3 00	Domestic, 3/4 Mus.	@ 7	French, 1/4s	7 @ 14	French, 1/2s	18 @ 23	Shrimps		Dunbar, 1st. doz.	1 20	Dunbar, 1 1/2s. doz.	2 25	Succotash		Fair	90	Good	1 20	Fancy	1 25 @ 1 40	Strawberries		Standard	95	Fancy	2 25	Tomatoes		Good	1 35	Fancy	1 50	No. 10	4 00	Java		Private Growth	26 @ 30	Manding	31 @ 35	Aukola	30 @ 32	Mocha		Short Bean	25 @ 27	Long Bean	24 @ 25	H. L. O. G.	25 @ 28	Bogota		Fair	24	Exchange Market, Steady	26	Spot Market, Strong		Package		New York Basis	24 00	Arbuckle	24 00	Lion	23 00	McLaughlin's XXXX		McLaughlin's XXXX sold	to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	Extract		Holland, 1/2 gro boxes	95	Felix, 1/4 gross	1 15	Hummel's toll, 1/2 gro.	85	Hummel's tin, 1/2 gro.	1 43
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6

Graham Crackers, Red Label 1 00, Lemon Snaps 50, Oatmeal Crackers 1 00, Old Time Sugar Cook. 1 00, Oval Salt Biscuit 1 00, Oysterettes 50, Premium Sodas 1 00, Pretzettes, Hd. Md. 1 00, Royal Toast 1 00, Saline Biscuit 1 00, Saratoga Flakes 1 50, Sultana Fruit Biscuit 1 50, Soda Crackers N. E. C. 00, Soda Crackers Select 1 00, S. S. Butter Crackers 1 50, Uneeda Biscuit 50, Uneeda Jinjer Wayfer 1 00, Uneeda Lunch Biscuit 50, Vanilla Wafers 1 00, Water Thin Biscuit 1 00, Zu Zu Ginger Snaps 50, Zwieback 1 00

7

Cotton Lines, No. 1, 10 feet 5, No. 2, 15 feet 7, No. 3, 15 feet 9, No. 4, 15 feet 10, No. 5, 15 feet 11, No. 6, 15 feet 12, No. 7, 15 feet 13, No. 8, 15 feet 14, No. 9, 15 feet 15, No. 10, 15 feet 16

8

HERBS, Sage 15, Hops 15, Laurel Leaves 15, Senna Leaves 25, HIDES AND PELTS, Green, No. 1 10 1/2, Green, No. 2 12, Cured, No. 1 12, Cured, No. 2 11, Calfskin, green, No. 1 13, Calfskin, green, No. 2 11 1/2, Calfskin, cured, No. 1 14, Calfskin, cured No. 2 12 1/2

9

Smoked Meats, Hams, 12 lb. av. 15 @ 15 1/2, Hams, 14 lb. av. 14 @ 14 1/2, Hams, 16 lb. av. 13 1/2 @ 13 1/2, Hams, 18 lb. av. 13 1/4 @ 13 1/4, Skinned Hams 15 @ 15 1/2, Ham, dried beef sets 20 @ 20 1/2

10

Whitefish, 100 lbs. 9 75, 50 lbs. 5 25, 10 lbs. 1 12, 3 lbs. 45, 100 lbs. 4 65, 40 lbs. 2 10, 10 lbs. 75, 8 lbs. 65, SEEDS, Anise 14, Canary, Smyrna 5, Caraway 10, Cardomom, Malabar 90, Celery 28, Hemp, Russian 5, Mixed Bird 5, Mustard, white 8, Poppy 16, Rape 6 1/2

11

TOBACCO, Blot 1 45, Bugle, 16 oz. 3 65, Dan Patch, 8 and 16 oz 32, Dan Patch, 4 oz. 11 52, Dan Patch, 2 oz. 5 76, Fast Mail, 16 oz. 7 80, Hiawatha, 16 oz. 60, Hiawatha, 5c 5 40, May Flower, 16 oz. 9 36, No Limit, 8 oz. 1 78, No Limit, 16 oz. 3 55, Ojibwa, 8 and 16 oz. 40, Ojibwa, 10c 11 10, Ojibwa, 5c 1 85, Petoskey Chief, 7 oz. 2 00, Petoskey Chief, 14 oz. 3 90, Peach and Honey, 5c 5 76, Red Bell, 16 oz. 3 96, Red Bell, 8 foil 1 98, Sterling, L & D 5c 1 76, Sweet Cuba, canister 9 36, Sweet Cuba, 5c 5 76, Sweet Cuba, 10c 9 36, Sweet Cuba, 1 lb. tin 4 90, Sweet Cuba, 16 oz. 4 80, Sweet Cuba, 1/2 lb. foil 2 25, Sweet Burley 5c L & D 5 76, Sweet Burley, 8 oz. 2 45, Sweet Burley, 24 lb. 4 90, Sweet Mist, 3/8 gro. 5 76, Sweet Mist, 3 oz. 11 10, Sweet Mist, 8 oz. 35, Telegram, 5c 5 76, Tiger, 5c 5 76, Tiger, 25c cans 6 00, Uncle Daniel, 1 lb. 60, Uncle Daniel, 1 oz. 5 22

Special Price Current

12

13

14

Banner, 5c	5 96
Banner, 8 oz.	1 60
Banner, 16 oz.	3 20
Belwood Mixture, 10c	94
Big Chief, 2 1/2 oz.	6 00
Big Chief 16 oz.	30
Bull Durham, 5c	5 90
Bull Durham, 10c	10 80
Bull Durham, 15c	18 48
Bull Durham, 8 oz.	60
Bull Durham, 16 oz.	72
Buck Horn, 5c	5 76
Buck Horn, 10c	11 50
Briar Pipe, 5c	5 76
Briar Pipe, 10c	12 00
Black Swan, 5c	5 76
Black Swan, 14 oz.	3 50
Bob White, 5c	5 65
Brotherhood, 5c	5 95
Brotherhood, 10c	11 00
Brotherhood, 16 oz.	39
Carnival, 5c	5 70
Carnival, 3 1/2 oz.	39
Carnival, 16 oz.	40
Cigar Clip's Johnson	30
Cigar Clip's Seymour	30
Identity, 8 & 16 oz.	30
Darby Cigar, Cuttings	4 50
Continental Cubes, 10c	90
Corn Cake, 14 oz.	2 55
Corn Cake, 7 oz.	1 45
Corn Cake, 5c	5 76
Cream, 50c pails	4 60
Cuban Star, 5c foil	5 76
Cuban Star, 16 oz pails	3 72
Chips, 10c	10 20
Dills Best, 1 1/2 oz.	79
Dills Best, 3 1/2 oz.	77
Dills Best, 16 oz.	73
Dixie Kid, 1 1/2 foil	39
Duke's Mix, 5c	5 76
Duke's Mix, 10c	11 52
Duke's Cameo, 1 1/2 oz.	41
Drummond, 5c	5 75
F F A 3 oz.	4 95
F F A 7 oz.	11 50
Fashion, 5c	6 00
Fashion, 16 oz.	43
Five Bros., 5c	5 80
Five Bros., 10c	10 70
Five cent cut Plug	29
F O B 10c	29
Four Roses, 10c	11 50
Full Dress, 1 1/2 oz.	92
Glad Hand, 5c	1 44
Gold Block, 1 1/2 oz.	39
Gold Block, 10c	11 88
Gold Star, 16 oz.	38
Gail & Ax Navy, 5c	5 95
Growler, 5c	4 56
Growler, 10c	2 70
Growler, 20c	2 63
Giant, 5c	1 55
Giant, 16 oz.	33
Hand Made, 2 1/2 oz.	50
Hazel Nut, 5c	5 76
Honey Dew, 1 1/2 oz.	40
Honey Dew, 10c	11 88
Hunting, 1 1/2 & 3 1/2 oz.	38
I X L 5c	6 10
I X L, in pails	32
Just Suits, 5c	6 00
Just Suits, 10c	11 88
Kiln Dried, 25c	2 45
King Bird, 7 oz.	25 20
King Bird, 3 oz.	11 00
King Bird, 1 1/2 oz.	5 70
La Turka, 5c	5 76
Little Giant, 1 lb.	28
Lucky Strike, 1 1/2 oz.	94
Lucky Strike, 3 1/2 oz.	96
Le Redo, 3 oz.	10 80
Le Redo, 8 & 16 oz.	38
Myrtle Navy, 10c	11 80
Myrtle Navy, 5c	5 94
Maryland Club, 5c	5 90
Mayflower, 5c	5 76
Mayflower, 10c	96
Mayflower, 20c	1 92
Nigger Hair, 5c	5 94
Nigger Hair, 10c	10 56
Nigger Head, 5c	4 96
Nigger Head, 10c	9 84
Noon Hour, 5c	1 44
Old Colony, 1-12 gro.	11 52
Old Mill, 5c	5 76
Old English Curve 1 1/2 oz	96
Old Crop, 5c	5 76
Old Crop, 25c	20
P. S., 8 oz., 30 lb. cs.	19
P. S., 3 oz. per gro.	5 70
Pat Hand, 1 oz.	63
Patterson Seal, 1 1/2 oz.	48
Patterson Seal, 3 oz.	96
Patterson Seal, 16 oz.	5 00
Peerless, 5c	5 70
Peerless, 10c	1 92
Peerless, 3 oz.	10 20
Peerless, 7 oz.	23 76
Peerless, 14 oz.	47 52
Plaza, 2 gro. cs.	5 76
Plow Boy, 5c	5 76
Plow Boy, 10c	11 00
Plow Boy, 14 oz.	4 50
Pedro, 10c	11 80
Pride of Virginia, 1 1/2	77
Pilot 5c	5 76
Pilot, 7 oz. doz.	1 05
Pilot, 14 oz. doz.	2 10
Prince Albert, 10c	96
Prince Albert, 8 oz.	4 92
Prince Albert, 16 oz.	8 43
Queen Quality, 5c	48
Rob Roy, 5c foil	5 90
Rob Roy, 10c gross	10 20
Rob Roy, 25c doz.	2 16

Rob Roy, 50c, doz.	4 12
S. & M., 5c, gross	5 76
S. & M., 14 oz. doz.	3 20
Soldier Boy, 5c gross	5 95
Soldier Boy, 1 lb.	10 56
Sweet Caporal, 1 oz.	4 80
Sweet Lotus, 5c	6 00
Sweet Lotus, 10c	12 00
Sweet Lotus, per doz.	4 85
Sweet Rose, 2 1/2 oz.	3 30
Sweet Tip Top, 5c	2 00
Sweet Tip Top, 3 1/2 oz.	38
Sweet Tips, 1/2 gro	10 08
Sun Cured, 10c	11 75
Summer Time, 5c	5 76
Summer Time, 7 oz.	1 65
Summer Time 14 oz.	3 50
Standard, 2 oz.	5 90
Standard, 3 1/2 oz.	28
Standard, 7 oz.	1 68
Seal N. C., 1 1/2 cut plug	70
Seal N. C., 1 1/2 Gran	63
Three Feathers, 1 oz.	63
Three Feathers, 10c	10 20
Three Feathers and	
Pipe combination	2 25
Tom & Jerry, 14 oz.	3 60
Tom & Jerry, 7 oz.	1 80
Tom & Jerry, 3 oz.	8 75
Trout Line, 5c	5 95
Trout Line, 10c	10 00
Turkish, Patrol, 2-9	5 76
Tuxedo, 1 oz. bags	48
Tuxedo, 2 oz. tins	96
Tuxedo, 4 oz. cart	64
Tuxedo, 16 oz tins	64
Twin Oaks, 10c	94
Union Leader, 50c	5 06
Union Leader, 25c	2 55
Union Leader, 10c	11 60
Union Workman, 5c	5 95
Uncle Sam, 10c	5 76
Uncle Sam, 8 oz.	10 80
U. S. Marine, 5c	6 00
Van Bibber, 2 oz. tin	88
Velvet, 5c pouch	1 44
Velvet, 10c tin	1 92
Velvet, 8 oz tin	3 84
Velvet, 16 oz. can.	7 68
Velvet, combination cs	5 75
War Path, 5c	5 95
War Path, 8 oz.	1 60
Wave Line, 3 oz.	40
Wave Line, 16 oz.	40
Way up, 2 1/2 oz.	5 75
Way up, 16 oz. pails	31
Wild Fruit, 5c	5 76
Wild Fruit, 10c	11 52
Yum Yum, 5c	6 00
Yum Yum, 10c	11 52
Yum Yum, 1 lb., doz.	4 80

Mop Sticks	
Trojan spring	90
Eclipse patent spring	85
No. 1 common	80
No. 2 pat. brush holder	85
Ideal No. 7	85
12lb. cotton mop heads	1 45
Pails	
2-hoop Standard	2 00
3-hoop Standard	2 35
2-wire Cable	2 10
Cedar all red brass	1 25
3-wire Cable	2 30
Paper Eureka	2 25
Fibre	2 40
Toothpicks	
Birch, 100 packages	2 00
Ideal	85
Traps	
Mouse, wood, 2 holes	22
Mouse, wood, 4 holes	45
Mouse, wood, 6 holes	70
Mouse, tin, 5 holes	65
Rat, wood	80
Rat, spring	75
Tubs	
20-in. Standard, No. 1	7 50
18-in. Standard, No. 2	6 50
16-in. Standard, No. 3	5 50
20-in. Cable, No. 1	8 00
18-in. Cable, No. 2	7 00
16-in. Cable, No. 3	6 00
No. 1 Fibre	10 25
No. 2 Fibre	9 25
No. 3 Fibre	8 25
Washboards	
Bronze Globe	2 50
Dewey	1 75
Double Acme	3 75
Single Acme	3 15
Double Peerless	3 75
Single Peerless	3 25
Northern Queen	3 25
Double Duplex	3 00
Good Luck	2 75
Universal	3 00
Window Cleaners	
12 in.	1 65
14 in.	1 85
16 in.	2 30
Wood Bowls	
13 in. Butter	1 60
15 in. Butter	2 25
17 in. Butter	4 15
19 in. Butter	6 10
Assorted, 13-15-17	3 00
Assorted, 15-17-19	4 25
WRAPPING PAPER	
Common Straw	2
Fibre Manila, white	3
Fibre Manila, colored	4
No. 1 Manila	4
Cream Manila	3
Butchers' Manila	2 1/2
Wax Butter, short c't	13
Wax Butter, full count	20
Wax Butter, rolls	19
YEAST CAKE	
Magic, 3 doz.	1 15
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Foam, 3 doz.	1 15
Yeast Cream, 3 doz.	1 00
Yeast Foam, 1 1/2 doz.	58
AXLE GREASE	
1 lb. boxes, per gross	9 00
3 lb. boxes, per gross	24 00
BAKING POWDER	
Royal	
10c size	90
1/4 lb. cans	1 35
5 oz. cans	1 90
1/2 lb. cans	2 50
3/4 lb. cans	3 75
1 lb. cans	4 80
1 1/2 lb. cans	13 00
5 lb. cans	21 50
CIGARS	
Johnson Cigar Co.'s Brand	
4 inch, 5 gross	50
4 1/2 inch, 5 gross	50
Cartons, 20 2 1/2 doz. bxs.	55
Egg Crates and Fillers	
Humpty Dumpty, 12 dz.	20
No. 1, complete	40
No. 2, complete	28
Case No. 2, fillers, 15	
sets	1 35
Case, medium, 12 sets	1 15
Faucets	
Cork lined, 8 in.	70
Cork lined, 9 in.	80
Cork lined, 10 in.	90

Worden Grocer Co. Brand	
Ben Hur	
Perfection	35
Perfection Extras	35
Londres	35
Londres Grand	35
Standard	35
Puritanos	35
Panatellas, Finas	35
Panatellas, Bock	35
Jockey Club	35

COCOANUT
Baker's Brazil Shredded



10 5c pkgs., per case 2 60
36 10c pkgs., per case 2 60
16 10c and 38 5c pkgs., per case 2 60

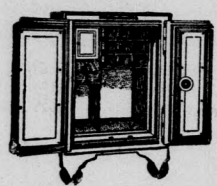
COFFEE
Roasted
Dwinell-Wright Co's B'ds



White House, 1lb.
White House, 2lb.
Excelsior, Blend, 1lb.
Excelsior, Blend, 2lb.

Tip Top, Blend, 1lb.
Royal Blend
Royal High Grade
Superior Blend
Boston Combination
Distributed by Judson	
Grocer Co., Grand Rapids;	
Lee & Cady, Detroit; Sy-	
mons Bros. & Co., Sagin-	
aw; Brown, Davis &	
Warner, Jackson; Gods-	
mark, Durand & Co., Bat-	
tle Creek; Fielbach Co.,	
Toledo.	

SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Thirty-five sizes and styles on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

SOAP
Gowans & Sons Brand.



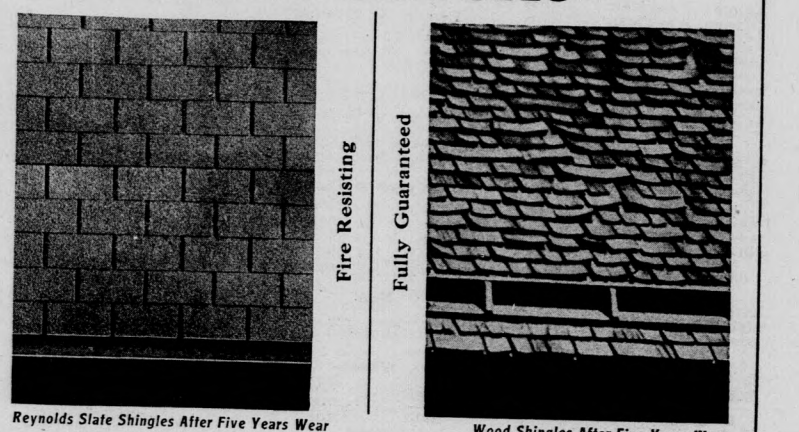
Single boxes 3 00
Five box lots 2 95
Ten box lots 2 90
Twenty-five box lots 2 85

Lautz Bros. & Co.
Acme, 30 bars, 75 lbs. 4 00
Acme, 25 bars, 75 lbs. 4 00
Acme, 25 bars, 70 lbs. 3 80
Acme, 100 cakes 3 25

Big Master, 100 blocks	4 00
German Mottled	3 50
German Mottled, 5 bxs	3 50
German Mottled, 10 bx	3 45
German Mottled, 25 bx	3 40
Marseilles, 100 cakes	6 00
Marseilles, 100 cks	5c 4 00
Marseilles, 100 ck toll	4 00
Marseilles, 1/2 bx toilet	2 10
Proctor & Gamble Co.	
Lenox	3 00
Ivory, 6 oz.	4 00
Ivory, 10 oz.	6 75
Star	3 85
Tradesman Co.'s Brand	

Black Hawk, one box	2 50
Black Hawk, five bxs	2 40
Black Hawk, ten bxs	2 25
A. B. Wrisley	
Good Cheer	4 00
Old Country	2 40
Soap Powders	
Snow Boy, 24s family size	
Snow Boy, 60 5c	2 40
Snow Boy, 30 10c	2 40
Gold Dust, 24 large	4 50
Gold Dust, 100-5c	4 00
Kirkoline, 24 4lb.	3 80
Pearline	3 75
Soapine	4 00
Babbitt's 1776	3 75
Roseine	3 59
Armour's	3 70
Wisdom	3 80
Soap Compounds	
Johnson's Fine	5 10
Johnson's XXX	4 25
Rub-No-More	3 85
Nine O'clock	3 80
Scouring	
Enoch Morgan's Sons	
Sapolio, gross lots	9 50
Sapolio, half gro. lots	4 85
Sapolio, single boxes	2 40
Sapolio, hand	2 40
Scourine Manufacturing Co	1 80
Scourine, 50 cakes	3 50
Scourine, 100 cakes	3 50

REYNOLDS FLEXIBLE ASPHALT SLATE SHINGLES



Reynolds Slate Shingles After Five Years Wear
Wood Shingles After Five Years Wear

Beware of Imitations. For Particulars Ask for Sample and Booklet.
Write us for Agency Proposition. Distributing Agents at
Saginaw Kalamazoo Toledo Columbus Rochester Boston
Detroit Lansing Cleveland Cincinnati Buffalo Worcester Jackson
Battle Creek Dayton Youngstown Syracuse Scranton

H. M. REYNOLDS ASPHALT SHINGLE CO.
Original Manufacturer, GRAND RAPIDS, MICH.

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. We will send you samples and tell you all about the system if you are interested enough to ask us.

Tradesman Company
Grand Rapids, Michigan

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

I have a good clean, well kept stock of variety goods. Who wants it at three-fourths of inventory? At this price you could move it profitably if present location does not suit. Address Lock Box 351, Kalkaska, Mich. 164

For Sale—Bakery and restaurant, best resort town in Michigan. The price asked will sell it quick; good business. P. O. Box 162, Bangor, Mich. 162

For Sale—Drug store stock, invoices \$3,000; \$600 soda fountain. Stock consists of drugs, school books, phonographs, kodaks and supplies. Located in Southern Michigan on L. S. & M. S. Ry. Finest store in Branch county. Town has electric lights and water works. Address Fred P. Ellis, Local Agent National Co-operative Realty Co., Bronson, Mich. 161

Valuable secrets of a successful grocer. Thirty-one years' experience. New plans, formulas, methods. Booklet, 65 pages, 40 chapters. Fifty cents. S. Rupp Grabill, 819 Columbia Ave., Lancaster, Pa. 160

For Sale Cheap—Store building, 16x50, general stock and fixtures \$1,500, 40 acres of land, 10 acres under plow, 18 acres fenced for pasture, good barn and other sheds, good team, one cow, one pig, two sets of harness, wagon, buggy, cutter, sled, plow, corn plow, one ton hay, good six-room house, all new buildings, telephone and postoffice in connection, doing good business; all goes for \$3,600 cash; a snap; going to Canada. Address C. A. M. Stinnett, Wis. 159

For Sale—A good clean stock of farm implements and a small stock of hardware, lubricating oils, paints and varnishes, and a large stock of farm and garden seeds. Located in a town of about 2,000 inhabitants, fifteen miles north of Grand Rapids, Mich. Very best farming country in Michigan. Will invoice about \$10,000. Reason for selling, poor health. Address Lock Box 96, Sparta, Mich. 157

For Sale—Hardware and implement stock. One of the finest business propositions in the fruit belt. Large territory. Fine building and the best location in town of 1,500 population. Clean up-to-date stock. April cash sales, \$1,640.90. Stock about \$6,000. Must sell on account of other business. Investigate. Address No. 165, care Michigan Tradesman. 165

AUCTIONEER

Stocks of merchandise quickly converted into cash by my special auction sales methods. I obtain highest possible cash prices. Terms reasonable. Sales anywhere in the United States. Bank references. Geo. P. Dykman, Auctioneer, No. 301 Allentown National Bank Bldg., Allentown, Pa.

Bargains in soda fountain and metal goods. Andrews new wire chairs, \$1.18, 30 inch tables, \$2.85, 24 inch tables, \$2.65, 24 inch stools, \$1, 26 inch stools, \$1.10. Michigan Store & Office Fixtures Co., 929-931 Ottawa Ave., Grand Rapids, Mich. 154

Am making \$200 every week with original watch proposition. There's room for you to do the same. H. F. Walker, Box 56, College Station, Texas. 155

For Sale—An old-established restaurant, or will sell fixtures and rent building. A bargain for the right party. Lock Box 124, Hartford, Mich. 147

For Sale—New stock of general merchandise, cleared \$2,500 last year. Chance to make more this year. Good reason for selling. Address No. 151, care Tradesman. 151

Good paying gent's clothing and shoe business, most prosperous town in Western Michigan, population 2,000. Two large factories employing 700 men. Good farming community. Good reasons for selling. Stock and fixtures invoice about \$7,000. Will sell building cheap. Address No. 150, care Michigan Tradesman. 150

For Sale—Nearly new machinery cheap. 24 in. Double surface planer and matchers, 4 Shimer heads. Variety lathe, chucks and tools. Vertical boring machine, adjustable table, surface sander iron frame. Steel shafting and boxes 1 15-16. Fare from Grand Rapids to Hastings allowed to see it. Address Sylvester Greusel, Hastings, Michigan. 140

For Sale—Stock dry goods, shoes and ladies' ready-to-wear. Best location. Good established trade. City 10,000 population, 25 miles interurban electric road. Address Samuel Hart, 800 and 802 S. Square, Marion, Ill. 137

Popcorn Crispettes—Stop here. Write me a letter for the story of my success with popcorn crispettes. It's a great reading. The great big pictures illustrating my story are interesting. No matter what you are planning or what advertisements you've answered, get my story anyhow. Unless you can make better than \$500 a month, you'll be mighty glad you sent for it. H. W. Eakins made \$1,500 first month in Louisiana on my proposition. The crispette business is a great thing—a wonderful moneymaker. Now is the best time to start. I tell you how—show you how to get in right. Write me now—just a line. You'll never regret it. Address me personally. W. Z. Long, 67 High St., Springfield, Ohio. 138

For Sale—Thirty station Lamson package carrier system. We will sell all or any part very cheap. Address W. A. McNaughton Co., Muncie, Indiana. 135

Auctioneers—We have been closing out merchandise stocks for years all over this country. If you wish to reduce or close out, write for a date to men who know how. Address Ferry & Caukin, 440 South Dearborn St., Chicago, Ill. 134

Are you looking for general merchandise business in fine location. Clean stock that for good reasons can be bought for nearly half invoice value? For particulars address 133, care Tradesman. 133

Fine business location and fixtures for lease. Always been occupied by general department store. Dry goods, clothing, shoes, carpets and draperies. Average sales \$80,000 a year. Situated in fine farming community in Eastern Indiana, city of 5,000, with weekly payroll of \$15,000. Only two good stocks in city. Will lease for term of years. No junk shop need apply. This will bear closest investigation. Fine building, best located and low rent. A. S. Kelley, Winchester, Ind. 132

For Sale—One of the finest equipped grocery and meat markets in a city of 12,000 inhabitants, located in Central Michigan in an excellent farming community. Good location and a good trade. A bargain if sold at once. Good reasons for selling. Address X, care Tradesman. 131

Brick store and stock of general merchandise at half value. Good railroad town, Central Michigan. Address No. 127, care Tradesman. 127

For Rent—Store, 821 Division Ave. S., 22x90, good dry basement under all, right side of the street in heart of business district of south end. Center of railroad trade. Elegant location for anything. For further particulars address or call B. S. Harris, 819 Division Ave. S., Grand Rapids, Mich. 125

For Sale or Rent—A new building 30 x 80, with fine basement, electric lights, furnace, just completed. It is located in a fine business town in good location. There is a good opening for either a furniture and undertaking or bazaar, dry goods and ladies' ready-to-wear clothing. If interested investigate this. It will pay you. Frank Weber, Saranac, Mich. 123

For Sale—For cash, Pringle's variety store, Lead, S. D. Good business, clean stock, no stickers. Population 10,000. Center of gold mining region of the wonderful Black Hills. No crop failures. 115

For Sale—Well paying clothing, furnishing and shoe store in the liveliest manufacturing city of Michigan, under 10,000 population. Stock nearly all new. Will invoice \$15,000 or better. Growing trade, good location. Would take a good live general merchandise store in a smaller place for part, or good variety store, northern part of state preferred, or a good farm or farm land in part payment. Address No. 114, care Tradesman. 114

Auction Sale—Stocks of merchandise turned into cash anywhere in the United States and Canada by the Auction Method. Best service guaranteed. For dates and information, address Henry Noring, Auctioneer, Speaks English and German. Cazenovia, Wis. 112

For Sale—Soda fountain complete with counter, work board, steel tanks, etc. Bellaire Drug Co., 1515 Wealthy Ave., Grand Rapids, Mich. 74

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Kauffer, Milwaukee, Wis. 92

Merchandise sale conductors. A. E. Greene Co., 414 Moffat Bldg., Detroit. Advertising furnished free. Write for date, terms, etc. 549

For Sale—Income business property located on main street in Cadillac, Michigan. 75 foot front, paved, with furniture and storage business if desired. Reason for selling, old age. Terms, cash. For particulars write owner. L. B. 104, Cadillac, Michigan. 60

Creamery For Sale—Located in good farming country, 20 miles from any other creamery. Equipped with latest machinery and in good condition. Address Belt Valley Creamery, Belt, Mont. 41

Cash for your business or real estate. I bring buyer and seller together. No matter where located if you want to buy, sell or exchange any kind of business or property anywhere at any price, address Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Illinois. 984

For Sale—One of the freshest stocks of groceries in Michigan and located in the best town in the State. For further particulars address Lock Box 2043, Nashville, Mich. 976

Will pay cash for stock of shoes and rubbers. Address M. J. O., care Tradesman. 221

Safes Opened—W. L. Slocum, safe expert and locksmith. 66 Ottawa street, Grand Rapids, Mich. 104

For Sale—In Central Michigan, clean grocery stock and fixtures, corner location, town of 12,000. A bargain if sold at once. Health, cause of selling. Address No. 882, care Tradesman. 882

HELP WANTED.

Tea Importers want to engage a salesman, now covering jobbing trade, to handle their teas as sideline. Address No. 158, care Tradesman. 158

Wanted—Registered pharmacist. Married man between 30 and 40 years old preferred. For down town drug store. State experience; give references, state salary expected for first three months and the year following. This is a good opportunity for a man of ability and good habits. Address Schrouders, Grand Rapids, Mich. 163

Wanted—Clerk for general store. Must be sober and industrious and have some previous experience. References required. Address Store, care Tradesman. 242

SITUATIONS WANTED.

A salesman making large and small towns, calling on all lines of trade, over 17 counties out of Grand Rapids, by auto, wants a quick selling specialty that's new and right. L. E. H., care Michigan Tradesman. 156

Want ads. continued on next page.

Here is a Pointer

Your advertisement, if placed on this page, would be seen and read by eight thousand of the most progressive merchants in Michigan, Ohio and Indiana. We have testimonial letters from thousands of people who have bought, sold or exchanged properties as the direct result of advertising in this paper.

Michigan Tradesman

HE WANTED TO KNOW.

Long Legged Farmer Puzzled Over Newspaper Items.

Written for the Tradesman.

You can find almost anything in the columns of a newspaper. There is always someone writing items telling you what is wrong with everything, from the rose bush back of the house to the plan of salvation. Strange thing that every person who becomes addicted to any habit, good or bad, wants every one else to adopt that same habit. One can learn all about cures for every human ailment, from a corn on the big toe to the falling out of the appendix, by walking three blocks down the street.

There are items in the newspapers telling the officers of the Steel Trust how to save their corporation from ruin. There are interviews telling merchants how to get more business. There are editorials telling readers how to detect fraud in sausages. Is it any wonder, then, that Tom Anderson, the long-legged man who appeared before the grocer one day last week, got things mixed in his mind?

Gregory, the grocer, was sitting at his desk, early in the morning, thinking how much wisdom there was being wasted in the world because editors and correspondents hadn't been put in charge of the Solar System, when the long-legged man walked in and seated himself by the desk.

Gregory recognized him as an occasional customer, and drew a smile from his large reserve fund and spread it over his face.

"Good morning!" he said.

"Good morning," answered the long-legged man, throwing one shoe over a corner of the desk. "I'd like to ask you a few questions this morning."

"Go to it," replied Gregory.

"You see," began the long-legged man, "I live out in the country, where there ain't much news percolatin', while you live right here in town, an' ought to know everythin' that's goin' on. When I got to town this mornin' I was amazed—yes, sir, amazed—to see you fellers keepin' your stores open. Thought you had all gone to smash."

"How's that?" asked Gregory.

"Why," continued the long-legged man, "you know that there Mayor down in Indianapolis?"

"I have heard of him, it seems to me."

"He sold potatoes at farm prices?"

"I believe so."

"An' the streets wasn't wide enough for the people to get to him?"

"I've heard that, too."

"An' women pulled each other's hair in the scramble for these here cheap tubers? Is that right?"

"I saw something like that in the newspapers."

"An' they're goin' to start somethin' like that in every town?"

"Yes; that is the statement."

"Hum, hum!" said the long-legged man, pulling at his fire escape whiskers with an eager hand.

"What about it?" asked the grocer.

"An' this here Madison C. Peters,

the famous preacher, he's been sellin' potatoes in New York, an' cabbage, an' onions, an' turnips, cheaper than the provision men can buy 'em?"

"I saw something about that in the papers."

"Farmer to consumer, eh?" asked the long-legged man.

"That seems to be the slogan."

The long-legged man looked around with a puzzled air.

"How much have rents gone down here since these fellers begun talkin' startin' these here anti-middleman stores?"

"Not a cent."

"An' how is it in New York?"

"Rents going up every minute."

"An' down there in Indianapolis? I suppose most of the retail stores are vacant down there since this here Mayor got to doin' business?"

"Hadn't heard of it?"

"So they hain't busted up all the grocers?"

"Not yet. At least, they seem to be doing business."

"An' they will keep right on in New York an' Indianapolis, an' in Battle Creek, where there's goin' to be a farmers' store—keep right on doin' business?"

"I guess they will."

"An' the consumers hain't left all the butter an' eggs spoilin' on the hands of the trusts? Is that right?"

"I think that must be right. I can't get butter and eggs enough to supply my trade."

"Then you hain't all gone to everlastin' smash on account of these here reformers cuttin' out profits?"

"Not yet," replied the grocer, with a smile.

"Well, by gum," said the long-legged man, "I've been readin' so much in the papers about the doin' up of the retail merchant that I thought I'd find every store in the town vacant. Sure there ain't no grocers goin' to bust up to-day?"

"I don't know of any."

"Well," said the long-legged man, "I reckon this is like the story of the frog. There was a man went to a meat dealer an' sold him three carloads of frogs. He hadn't caught the frogs yet, but he knew right where they was. He knew there was three carloads by the volume of sound they made. The next day he went to deliver the frogs. An', say, Mister, he had just one."

"I thought there was a million of 'em," he told the meat dealer, 'but this is all there was.'

"So, you see, Mister, it was nothin' but a darn great noise the man heard. Now, you don't think all this talk can be anythin' like that, do you?"

"It may be," replied the grocer. "We are doing business just the same, and expect to keep right on doing business."

"I see, I see," said the long-legged man. "That's what I wanted to find out. Accordin' to some of the newspapers, you're all on the run. What?"

"Not quite yet."

"Well, anyway, it is too bad about the Steel Trust. Si Slocum was thinkin' of puttin' up a new steel fence this

comin' summer, an' now that's all up in the air."

"What's wrong with the Steel Trust?"

"Why, this man Brandeis says it's too big for one man to run."

"Oh, he does?"

"Sure! An' he says it is losing all the foreign trade."

"That's too bad."

"That its business is constantly ebbing away to independent companies, that it has lost 20 per cent. of its market. What about it?"

"Hadn't heard of it."

"That there were seventy-two wrecks last year because the Steel Trust hadn't been able to improve the quality of its rails. Eh?"

"Why, that's too bad."

"That the steel they turn out is all on the bum. You heard that?"

"I think I did read something like that."

"So I suppose Corey, an' Schwab, an' Frick, an' Carnegie, an' a lot of others is living off the Salvation Army soup kitchens this winter?"

"I hadn't heard of that. It is important, if true."

"Why, they're all busted, ain't they?"

"Not that anyone knows about."

"An' they live in them brown stone houses yet?"

"I guess they do."

"An' run red automobiles sixty miles an hour?"

"That's about the record."

"An' give monkey dinners, an' build libraries, an' do things like that if they want to—just the same as they did before this Brandeis found out how busted they was? Is that right?"

"I think that's right."

"Then Corey won't need any little contributions gathered for him from the sons of toil?"

"I think not—not yet."

"An' he can keep right on smokin' ten-cent cigars an' drinking fizz stuff off the ice?"

"That is the way it looks to me."

"Well, sir," the long-legged man concluded "I ain't never goin' to believe what I read any more. I come to town with a few unshed tears to weep for you retail men an' the Steel Trust, an' I find you're all right on top yet. I guess all this Steel Trust bunk is like the frogs—just a darn great noise. What?"

"Looks that way to me."

The long-legged man walked slowly out of the store, his head bent on his chest in thoughtful mood. Do you blame him for getting things mixed?
Alfred B. Tozer.

Manufacturing Matters.

Boyer City—The new dimension mill which has been installed by the W. H. White Co. at its mill No. 1 is about completed and much of the machinery is in operation.

Detroit—The Michigan Plumbing Supply Co. has engaged in business with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in cash.

Traverse City—M. Robinovitch, cigar manufacturer at 408 East Front street, has opened a cigar and confectionery store in part of the build-

ing used by him for his cigar factory.

Lansing—The Michigan Shirt Co. has merged its business into a stock company under the same style with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Boyer City—The Boyne City Handle Co. has installed a new dry kitn system and also considerable new machinery to increase the output of its plant, which product is being shipped to all parts of the country.

Reed City Clarion: C. H. Smith, who went to Hudson last fall to embark in the bakery business, has again decided to make Reed City his home. He has sold his business at Hudson and taken a salesman's position with the Easley Milling Co., of Plainwell.

Detroit—The Metear Manufacturing Co. has engaged in business to manufacture and deal in spark plugs, magnetos, carburetors and all accessories for motor cars, motor boats and gas engines, with an authorized capital stock of \$10,000, of which \$7,810 has been subscribed and \$1,010 paid in in cash.

Engadine—The Edwin Bell Co., a Pittsburgh concern, has secured the site of the old sawmill here and will build a heading-mill with a dry kiln attached. The factory will furnish employment for twenty men at the start. The product is hardwood headings for barrels; the company gets its staves from the South.

Menominee—The Menominee River Sugar Company's operations during the past season involved an outlay of \$1,000,000, and they paid \$420,000 to the farmers, \$10,000 to the carriers for freight, between \$55,000 and \$60,000 to labor, and \$75,000 for fuel. About \$75,000 will be spent on extensions and improvements this year.

Saginaw—A large factory is to begin operations in this city about June 1. The Saginaw Sash & Door Co., which lately acquired the property at Park street and tracks of the Michigan Central Railroad, is constructing a plant 100x160 feet, two stories, cement and brick construction. The factory is being equipped with a complete line of modern wood-working machinery, and will produce a complete line of sash, doors, frames, blinds and ail kinds of interior and exterior wood products.

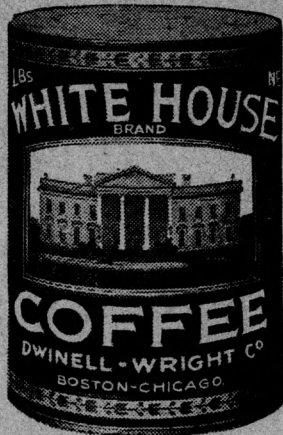
That but few men can do more than one thing at a time and do it well is a fact that should be taken for granted.

BUSINESS CHANCES.

For Sale—Camera, best Rectilinear lens, also outfit. Cost \$24, sell \$12. W. L. Miller, German Valley, Ill. 167

Situation Wanted—New York City expert cutter and fitter in ladies' garments. I wish to make application for position as Manager of three departments in ladies line. First of these three is taking charge of ladies' costume tailoring department. Second is that of giving free lessons in making of their own garments, which would mean a very large increase in sale of goods and trimmings at this store. Third department is that of making skirts to order. In this department I would save the store from \$1.50 to \$2 per skirt by the sale of special skirt goods. I have been connected with a big firm in Buffalo. I give the best of reference. Have had fifteen years' experience in this line. Mr. S. Engelson, 2366 2nd Ave., 121st St., New York City. 166

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If you haven't a Safe, you need one.

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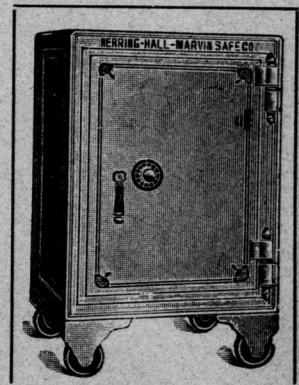
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Grand Rapids, Mich.



A Customer Leaving Your Store Must Have Done One of Five Things

1. Bought Goods for Cash

A National Cash Register insures the merchant that all cash will be accounted for and handled correctly.

2. Bought Goods on Credit

A National Cash Register benefits the merchant by preventing loss through failure to charge goods sold on credit or through lost charge slips.

3. Paid Money on Account

A National Cash Register enforces a correct record and this insures the merchant that he gets all money received on account.

4. Collected Money

A National Cash Register benefits the merchant, by preventing anyone paying out money without leaving a record of the amount. This enables him to balance the cash quickly and prevents bills being paid twice.

5. Changed a Coin or Bill

A National Cash Register protects the merchant against loss in making change and furnishes the means of advertising to those who ask to be accommodated.

A National Cash Register benefits merchant, customer and clerk on all of these transactions.

The National Cash Register Company
Dayton, Ohio